

TECHNOLOGY DEPARTMENT

LEATHER

VOLUME 119

NO. 11

and SHOES

MARCH 18,

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Further progress in Fulton County tannery situation this week as Tanners Assn. recognizes new Phil-Murray sponsored CIO United Tannery Workers. Recognition applies only to member plants where union claims majority worker support but other plants to be added as drive of new Local 1712 continues.

Eight-months strike-lockout now virtually a dead issue with IFLWU-supported Independent Leather Workers Union losing influence daily. This is not wishful thinking but actual situation. Tanners report more than 650 production and maintenance employees now at work with production almost normal in all except two member plants.

If Local 1712 succeeds in gaining and winning NLRB bargaining agent election, Independent Leather Workers will be hollow shell without members. Next step will be expulsion of IFLWU from CIO and drive by United Tannery Workers in all U. S. tanning centers.

British shoe and leather industry generally heartened by virtual stalemate in recent elections. Industry reported chafing under "planned economy" controls imposed by Labor Party, feared further "interference" if Socialist candidates won clear majority. Uncertain "victory" of Socialists, even though they remain in office for several months, makes it unlikely Labor Party will attempt to extend hold on industry.

Threat of extended powers for Development Council, which had pointed way to extended control if not outright nationalization of shoe and leather industry, temporarily squelched. Just how election will affect decontrol of industry to be seen but Sir Harold Wilson, still president of Board of Trade, has committed himself to lifting controls on "Utility Footwear," some 97½-98% of British shoe output.

Big question now with Sir Stafford Cripps, still Chancellor of the Exchequer, who must decide if purchase tax comes off shoes after controls are removed. Meanwhile, public conspicuously holding off on shoe purchases.

British tanners still getting hide deliveries well below world parity prices with supply on hand enough until end of month. After that, leather prices must be based on world hide values and shoe prices must go upward. This is one of inevitable situations that has Labor Party worried.

Swedish leather goods and luggage to be

pushed hard in U. S. during last half of year. Swedish manufacturers planning wide display at coming First United States International Trade Fair in Chicago next Aug. Emphasis to be on leather traveling bags, trunks, brief cases, personal and miscellaneous leather goods.

Norwegian footwear experts coming to U. S. next spring to study shoe production techniques. Norwegian footwear industry, labor unions and Govt. planning to send delegation of 12-15 men. Visit may be sponsored by ECA, is in line with comprehensive plan to enable European countries to modernize industry, help make it self-supporting.

Interesting point brought out recently by nation's shoe salesmen. These are the men who have their finger on retail trade, can act as liaison between manufacturer and retailer. Salesmen claim shoe industry's major problem is tendency of retailers to sell shoes too cheaply, sell customers "a \$6.50 pair of shoes to wear with a \$25 hat."

Shoe departments of department and specialty stores must trade up if industry is to get in black and stay there. Continuing emphasis on lower priced footwear—a throwback to pre-war days—overlooks higher cost of making shoes today. Buying public resists necessary trading up because they have been mis-educated by retail advertising and pricing to believe that "good shoes can be bought for lower prices."

Retailer emphasis on casual sales defeats purpose of the "extra" pair of shoes sale, a large factor in industry's drive to boost per capita consumption. Too many consumers buy "extra" pair instead of regular street shoes.

U. S. shoe and leather goods mfrs. and tanners should keep close watch on import situation. Some 70 foreign countries already scheduled to exhibit in U. S. at forthcoming International Trade Fairs. A majority have leather goods and/or footwear to display. Remember, U. S. is dedicated and committed to increasing imports of foreign-made goods in compliance with its ECA and foreign policy to help foreign countries earn U. S. dollars. Leather goods are something every country appears available for export sale. Unlikely the U. S. govt. will be able to resist mass foreign pressure to sell these goods here under receptive tariffs.

EDITORIAL

Uncle Joe's Mechanical Voice-Box

WELL, last week *Leather and Shoes* hit the glory road by making the front page of the *Daily Worker*, mechanical voice-box of the U. S. Communist Party. Thus, in one sweep of the witch's broom, L&S felt famed and defamed, graced and disgraced.

Several things appeared to irk the editors of the *Daily Worker*: (1) that the Commie-led International Fur & Leather Workers Union was taking a bad licking in the Fulton County strike; (2) that the CIO has officially launched a new union, the United Tannery Workers, with full authority to Philip Murray, CIO president; (3) that *Leather and Shoes* informed the "bosses of the leather industry" that the CIO was ready to wage war with IFLWU, still a CIO affiliate but due to get the boot.

The charmingly unbiased story of the Fulton County situation as presented in the *Daily Worker* is a gem. For instance: "This charter (of the new United Tannery Workers) was granted to scab shops where conditions won in 17 years of union struggle were eliminated. The workers who were forced back now face wage and rate cutting, longer hours, speed-up, intimidation, coercion, and even yellow dog contracts."

Well, about 75 percent of the Fulton County tannery workers have now been "forced back" to employment. The tanneries are now on full-scale employment. The new United Tannery Workers union has now signed up five plants, with more in line. Another firm, the Liberty Dressing Co., has broken from the Independent Leather Workers Union, affiliate and mistress of IFLWU, to form its own union under a 7-man negotiating committee. Said one of its officials, "We are sick and tired of one-man control." And still other employes have returned to work, temporarily under a no-contract basis until they vote upon a new union to represent them.

It is important to note that the *Daily Worker's* story made no mention of these facts, which obviously indicate that the majority of workers

have now repudiated the IFLWU-affiliated Independent Leather Workers Union. It also indicates that the latter is to be evicted as representative of the majority of the Fulton County leather workers.

Rather, the gentle-tongued *Daily Worker* states, "CIO representatives have now joined hands with the deputized goons, with union-smashing employers, the anti-labor politicians and boss-controlled press in an effort to smash this bitterly-fought strike."

Communist Ben Gold's IFLWU is now on the run, as we have long said it eventually would be. It has taken a sound drubbing in Fulton County, a vital testing ground for the union's strength. Now it is faced with the United Tannery Workers, CIO, which promises to be the first real challenge to IFLWU by a competitive union in more than a decade in the tanning industry.

The formation of the United Tannery Workers is highly significant, for it just about officially presages the final eviction of IFLWU from the CIO. At present, there are two tannery unions affiliated with CIO. This is contrary to CIO policy to maintain two unions in the same industrial field—except where one is due for the guillotine. Note that the CIO immediately set up "competitive" unions against those recently evicted or due for eviction from the CIO. For instance, competitive unions against the expelled United Public Workers, the Farm and Equipment Workers, the United Electrical Workers, the Mine & Smelter Workers.

Thus, as soon as IFLWU officially

gets the gate, the United Tannery Workers will go into full swing throughout the entire leather industry to sign up tanneries. As said before, the Fulton County situation was only a testing ground, though extremely important in that respect. And as IFLWU was eventually doomed there, so it is doomed elsewhere.

Much courage has been exhibited by the Fulton County tanners during the costly ordeal of this long strike. They were the first industrial group to take the stand: We will not do business with a Commie-led or Commie-dominated union, in this case IFLWU or any of its puppets. It was profoundly unfortunate that some 900 workers were economically harmed by it. Despite the heavy financial loss, they have made one gratifying gain: severance from a Communist-led union. This is a real victory for any American worker.

Today, more than three-quarters of the Fulton County workers have returned to their jobs. Who are these workers? The *Daily Worker* informs us, "The scabs said they 'are back to work because they have the assurance that by so doing they can become affiliated with a strong national rightwing union that will issue them a charter.'"

Thus, according to the *Daily Worker*, the majority of Fulton County tannery workers are now scabs, while the small and rapidly diminishing minority still holding out are the righteous. Well, maybe it's just a matter of what color glasses you wear. But neither the *Daily Worker* nor IFLWU can be expected to do the impossible: admit that the Fulton County workers themselves have at least repudiated and rejected the Commies. But, states the *Daily Worker*, burying its head deeper into the sand, "They (the bosses, etc.) haven't been able to make a dent in the key shops in the area. They're still shut down."

It appears that the *Daily Worker's* halo is faded, shopworn and ill-fitting. However, the tanners can still expect a fight on their hands, probably for the next year or two, in their desire to see Communist leadership rejected from the unions with which they do business. But patience is a virtue often more powerful than the sword. Ben Gold has been outwaited. He is due to be out-witted.

NOTICE

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- WORK GLOVE INSTITUTE ASKS 55c LEARNER RATE** — Manufacturers testify period of 9-12 months needed to train learner. Unions battle Institute claim.
- WINHEIM ELECTED DIRECTOR AT WASHINGTON RESEARCH FOUNDATION**
- CHARGE FRANCE HOLDING CALFSKINS FROM U. S.**—Prominent New York hide and skin importer asks Senate curtail ECA aid to French until supplies of calfskins and horsehides released.
- U. S. SHOE SPECIALISTS LEAVE FOR ISRAEL**—General Shoe Corp. experts sail this month to set up new shoe plant in Israel.
- GREGORY & READ CO. TO CLOSE**—Veteran Lynn, Mass. firm to be liquidated in near future. Closing blamed on "tread of times."

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NEWS

Court Orders Govt. Limit Exhibits In USMC Case

Judge Wyzanski terms Govt. exhibits "unreasonably cumulative," asks list of 300 most important.

On the ground that the Justice Dept.'s exhibits offered in its anti-trust suit against United Shoe Machinery Corp. are "unreasonably cumulative and beyond the capacity of any Court fully to study within a measurable time," Federal Judge Charles E. Wyzanski, Jr., this week ordered to file within five weeks a list of more important exhibits, not to exceed 300 in number.

The court order came on a motion by USMC attorneys to exclude approximately 4000 of the 4600 exhibits offered by the Govt. in its suit charging United Shoe with monopolizing the shoe machinery industry. The greater bulk of exhibits comprises many thousands of letters, memoranda and other records subpoenaed from the company's files.

Citing the magnitude on the task in studying Govt. exhibits and defendant's objections, which total over 15,000, Judge Wyzanski ruled "there is no need for more than a fraction of the documents offered." He added that if the Court were required to pass upon each contested exhibit in the light of the estimated 15,000 separate objections filed, it could not complete the job "for many months, if not years."

Defendant's objections are sustained "to every exhibit and every part of an exhibit which was not either (a) used in examining a witness, (b) admitted in open court, or (c) both cited in a footnote . . . in Part I and printed in Part III of the Govt.'s Trial Brief. . . ."

Further objections by the defendant to certain exhibits on the ground that they are within the attorney-client privilege were overruled except in certain instances. The bulk of the exhibits were admitted in evidence.

"Within five weeks," the order concluded, "the Govt. shall file with the Court a list of the exhibits in this case which it deems most deserve the Court's closest attention. This list shall not exceed 300 exhibits."

Winheim Elected Director At Research Foundation

A. H. Winheim, president of Planetary Chemical Co., Creve Coeur, Mo., has been elected a director of the Washington University Research Foundation. The election was held at the Foundation's annual meeting in St. Louis.



A. H. WINHEIM

The Research Foundation is a non-profit corporation which cooperates with Washington University in scientific investigations and industrial research. Winheim, a noted leather chemist, is president of the American Leather Chemists Assn.

Work Glove Institute Urges 55c Learner Rate

The Work Glove Institute has asked the Wage and Hour Division of the Labor Dept. to establish sub-

minimum learner wage provisions in the industry calling for a 55-cent hourly minimum for the first three months and 65 cents for the next three months. The proposal was made at a hearing in Washington this week.

Previously, the Institute has asked a floor of 55 cents, claiming that a minimum of nine months was required to train learners. However, William R. McComb, Wage and Hour Administrator, recently set a temporary ruling calling for a minimum of 55 cents the first two months and 65 cents for a third month. Learners cannot comprise more than 10 percent of a plant's working force.

Atty. Charles Rundall, Institute lawyer, introduced a number of industry witnesses in support of the WGI's stand. First witness was W. O. Taber, production manager of Indianapolis Glove Co., Indianapolis, Ind., who testified that training a learner cost his firm \$700 and required from nine to 12 months at least. Taber said the work glove industry could not possibly meet the 75-cent federal minimum for learners. Other manufacturers' representatives concurred in this statement.

Union officials representing the Fulton County Glove Workers' Union and Amalgamated Clothing Workers, CIO, opposed the manufacturers' stand, claiming that a 65-cent minimum for two months was adequate. The International Glove Workers' Union of America, AFL, is supporting present temporary learner provisions.

Leather Glove Output Now at Low Ebb

Production in the more than 500 leather glove factories in Fulton County, N. Y., has slowed to the point where no shop in the county is producing to its limit, according to a LEATHER AND SHOES survey.

Union officials report more than 3,500 workers idle in the local industry. Two of the largest factories, Alexette and Superb, are operating only one week in four while J. M. Rubin & Son is operating only every other week. Some plants have laid off all employees over 65 years old, suggesting that between social security and unemployment benefits they should get along.

After struggling through a long leather strike which hampered supplies of raw material, the trouble now seems to be plain lack of orders. One manufacturer blames retailers for taking too large a mark-up, another blames foreign competition and another competition from fabric gloves.

Shoe Learner Hearing To Resume March 22

The shoe learner hearings "definitely" will resume in Washington on March 22, the Wage and Hour Division of the Labor Dept. has announced, at the same time giving its first public acknowledgement that "special temporary" learner certificates have been issued to some 300 shoe plants.

A key fact emphasized is that these certificates will expire on May 25 "unless sooner modified or rescinded, to conform with any subsequent determination" issued by the Division.

In several other fields, similar certificates are allowed to run until July, but the shoe industry situation is the "powder keg" of the whole industry-versus-union struggle to establish what Congress meant in providing for certain exemptions from the new 75-cent minimum wage law.

The list of the 300 shoe plants, part of a total of some 4,600 certificates issued in a dozen big industries, was in Saturday's (Mar. 11) Federal Register. This naming of names was expected to start a big flood of union protests, at local plant levels, for "any person aggrieved by the granting of a learner certificate may, within 15 days after publication of the action in the Federal Register, ask the Administrator for a reconsideration or review."

The certificates provide for a training period of not more than 480 hours (12 weeks) at not less than 65 cents for the first 240 hours and not less than 70 cents for the next 240.

Massachusetts Shoe Mfrs. Oppose State 75c Minimum

Warnings of greater unemployment in Massachusetts, particularly in the shoe industry, were sounded last week by business interests as the two top labor organizations in the State proposed a 75-cent flat minimum wage and time-and-a-half after 40 hours.

"I am very much afraid we would have a reduction of employment," Lawrence Eaton of the Charles Chester Shoe Co. in Brockton told the State Legislative committee on labor and industries.

The same sentiment was echoed by Gordon King representing Knapp Bros. Shoe Mfg. Co. in Brockton. "Companies which depend on people for selling would be required to cut back production and that would throw people out work," he said.

Both Eaton and King, with other

shoe company spokesmen, vigorously recommended an exemption in the 75-cent floor on wages for outside salesmen. "The absence of this exemption," King declared, "might be the death blow to our type of merchandising. The consequence would be a disastrous effect upon capital invested and upon the jobs of the factory and administrative workers who are now employed in the thousands by this company and other direct sellers in this state," he said.

He asserted a floor of 75 cents on outside salesmen would present an "impossible administrative problem" to the company and called attention of the committee to the fact that many salesmen are partly disabled and unable to work a 40-hour week. "They depend on income from selling to keep them off the welfare rolls," he pointed out. He

warned too against an additional burden being thrown on tax-supported city and State welfare agencies.

King told the committee Massachusetts is the center of direct-selling in the shoe industry. That point was stressed by Russell Jenkins, of the John Neil Shoe Co. in Brockton, who said the greater part of sales in Brockton is in direct sales. "I can't state too strongly how this bill as is would make our business unprofitable," Jenkins said. He refreshed the committee with the fact that the Commonwealth recently lost one factory in Brockton.

However, officials of the Mass. Federation of Labor and the State CIO were undisturbed by the grim warnings of employers. "There is no employer in the Commonwealth who cannot afford to pay 75 cents

SHOE PRODUCTION AND SHIPMENTS, BY STATES: JANUARY-DECEMBER 1949 AND 1948

(Quantities in thousands of pairs; value of shipments in thousands of dollars)

State	Production, shipments, and value of shipments January-December 1949			January-December 1948		
	Production	Shipments	Value of shipments	Production	Shipments	Value of shipments
UNITED STATES. TOTAL	455,394	454,117	\$1,598,487	463,320	461,673	\$1,735,426
Illinois	27,971	27,996	129,346	30,774	30,469	143,690
Maine	26,547	26,797	85,990	24,488	24,538	84,211
Massachusetts	79,662	79,590	279,434	80,248	80,193	298,691
Missouri	54,194	54,125	228,761	61,647	61,563	265,539
New Hampshire	37,163	37,147	124,896	35,646	35,707	127,620
New York	81,561	81,761	237,276	86,239	86,304	231,176
Ohio	17,434	17,343	77,326	17,762	17,451	84,855
Pennsylvania	44,752	44,154	112,668	39,951	39,965	111,391
Wisconsin	16,744	16,335	85,883	17,498	17,254	93,909
Other States	69,362	68,869	228,907	67,997	68,226	244,344

SHOE PRODUCTION, BY KIND OF FOOTWEAR: DECEMBER 1949 AND NOVEMBER 1949

Production (thousands of pairs)

Kind of footwear	Factories represented December 1949		December 1949 (preliminary)		November 1949 (revised)		January-December 1949	
	December 1949	December 1949	December 1949	December 1949	December 1949	December 1949	January-December 1949	January-December 1949
SHOES AND SLIPPERS, TOTAL	1,018	34,141	33,490	35,508	455,394			
Men's, total	—	9,209	8,939	10,113	111,937			
Dress	170	5,713	5,148	5,991	70,402			
Work	88	2,251	2,015	2,556	25,871			
Athletic	32	139	163	194	2,086			
Slippers (housewear)	—	1,020	1,545	994	12,330			
Sandals and playshoes	11	69	42	54	892			
All other	9	17	26	24	356			
Youths' and boys', total	—	1,333	1,265	1,367	17,672			
Dress	76	1,202	1,043	1,199	15,519			
Work	27	63	84	109	1,130			
Athletic	8	12	13	12	139			
Slippers (housewear)	26	35	107	36	689			
Sandals, playshoes, and other	9	21	18	11	195			
Women's, total	—	15,165	15,423	15,650	226,604			
Dress	375	9,379	8,869	9,962	134,127			
Work	17	215	226	232	2,713			
Athletic	24	67	87	65	778			
Slippers (housewear)	106	1,724	3,050	1,599	25,685			
Sandals and playshoes	132	3,696	3,116	3,681	62,205			
All other	25	84	75	111	1,096			
Misses', total	—	2,402	2,347	2,571	31,275			
Dress and work	127	2,051	1,780	2,139	24,077			
Slippers (housewear)	43	188	300	170	2,064			
Sandals and playshoes	27	110	209	194	3,331			
All other, including athletic	13	53	58	68	703			
Children's, total	—	2,652	2,581	2,578	30,034			
Dress	138	1,921	1,615	1,996	21,256			
Slippers (housewear)	58	447	780	353	5,150			
Sandals and playshoes	28	234	131	191	3,117			
All other, including athletic	12	50	55	38	511			
Infants', total	—	2,241	1,926	2,127	24,215			
Dress	137	1,911	1,528	1,756	20,076			
Slippers (housewear)	34	190	303	133	2,083			
Sandals, playshoes, and other	21	140	95	238	2,056			
Babies', total	—	1,139	1,009	1,102	13,657			
Dress	95	1,066	925	1,030	12,735			
Slippers and sandals	17	73	84	72	922			

an hour," Albert G. Clifton, of the State CIO, maintained.

He warned that if the legislation were not enacted into law "in a very short time, we will live to regret it." Clifton predicted employers would seek ways to cut wage standards, slash purchasing power and that would lead to further unemployment.

Clifton was joined by State Labor Commissioner John J. DelMonte who endorsed Governor Dever's annual message calling for a 75-cent minimum wage in line with the Federal minimum.

Kenneth J. Kelley, secretary-treasurer for the Mass. Federation of Labor, however, took a more conservative stand. He filed a bill calling for a 65-cent wage minimum until December 31, 1950; a 70-cent wage through 1951 and a 75-cent minimum beginning January 1, 1952. The only exemptions he would allow would be for learners, handicapped, apprentices, impaired and injured workers.

Fulton County Tanners Recognize New CIO Union

The Tanners Association of Fulton County, N. Y., which has been involved in an eight-month dispute with the Independent Leather Workers Union, has recognized Local 1712, United Tannery Workers Union-CIO, as bargaining agent in those member plants in which the union claims a majority of the workers as members.

The agreement also will include other members of the association

which may be organized in the future. The agreement included recognition, checkoff and grievance procedure until a contract is negotiated.

The union now claims a majority of workers in eight member firms of the association and two non-members, Bradt Tanning Co. and Filmer Leather Co. In the association are the Independent Leather Co., Gloversville Leather Co., Karg Brothers, Inc., Wood & Hyde, Inc., Geisler & Lehr, Inc., Twin City Leather Co., Reliable Tanners, Inc., and Martin-Deichsel, Inc.

Of the nine other members of the association, two have contracts with the Upstate Tannery Workers Union and the Liberty Dressing Co. has recognized the Liberty Employees Association as bargaining agent. With Upstate contracts are F. Rulison & Son, Inc., and Napatan Co.

The new right wing CIO union has set up headquarters in Gloversville and is circulating petitions for an NLRB union shop election, according to Bruce Shepard, temporary chairman.

John J. Maurillo, subregional CIO director, took and notarized a statement from three striking employees of the Liberty firm in which they said Clarence H. Carr, president of the striking Independent union, had told them the strike was "lost" at Liberty and they were freed from their pledge not to cross picket lines. Carr denied the statement and said the "strike is still on at all plants."

Meantime, the association reported more than 650 production and main-

tenance workers at work with production nearing normal in all except the Fear & White and Peerless Tanning Co. mills where no skins are being processed.

The association broke with the Independent union when the strike began last July and said it never again would deal with a "Communist-led union." The Independent at that time was affiliated with the International Fur & Leather Workers union.

Navy Asks Bids on 120,000 Prs. Oxfords

The New York Navy Purchasing Office has issued invitation for bids on a total of 120,000 pairs of brown blucher oxfords. Bids will be opened publicly at 10:00 a.m., March 29, at the New York office.

Item 1A lists 72,024 pairs for delivery to the Brooklyn Naval Supply Depot and Item 1B calls for the remaining 47,976 pairs for the Oakland, Cal., Naval Supply Center. Deliveries are scheduled for June, July and Aug., 1950. The invitation states that transportation costs are to be included on bids.

U. S. Imports of Czech Shoes Total 100,000 Prs.

The U. S. imported a total of 99,491 pairs of women's shoes valued at \$101,413 from Czechoslovakia during 1949, the New England Shoe and Leather Assn. reports. The following breakdown of imports by types was prepared from Dept. of Commerce figures:

Types	Pairs	\$ Value
Women's & Misses'		
McKay Shoes	4,028	\$14,302
Women's Molded soles, laced to uppers	17,913	24,377
Women's Cemented ...	35	221
Women's Leather—		
Other types	11,612	21,868
Women's Leather Sole, Textile Uppers	63,380	37,975
Women's Shoes, Textile Uppers, Non-leather soles ...	2,523	2,670
Total	99,491	\$101,413

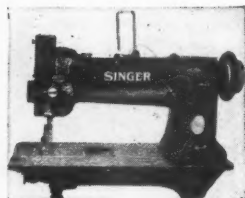
Popular Price Footwear Tops Dept. Store Sales

Popular price footwear in each of ten important categories accounted for the largest share of department store shoe sales in 1949, according to a survey just completed for the Popular Price Shoe Show of America by an impartial research agency.

The survey, made by Fact Finders, Inc., showed the extent to which department store shoe operations depend on popular price lines of shoes. In compiling the data, a differentiation was made between shoe departments having a total annual sales volume below \$200,000 and those with volume above \$200,000. Re-

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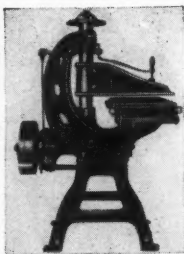


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ASSETS

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- ▶ Any margin wanted with all variations wanted.
- ▶ Will hold margins better at toe and ball.
- ▶ Tighter seams.
- ▶ Allows use of innersole material that is light enough to be extra flexible yet cannot be channeled.
- ▶ Approximately 2,000,000 pairs now being used monthly.

LIABILITIES

- ▶ None that we have yet seen substantiated.

Want further details? Just write us.

Prime Manufacturing Co.

L Y N N , M A S S A C H U S E T T S



New Sales Head

... at Edgar Bros. Co., Metuchen, N. J., manufacturer of special inerts and pigments for the leather and other industries, is Alfred G. Blake, who has been elected vice president in charge of sales. A graduate engineer of Lehigh University (1925) with broad experience in sales executive work, Blake has resigned as a partner of Rogers & Slade, New York City management consultants firm, to join Edgar Bros. During the war, he served as director of operations for the Training Within Industry Division of the War Manpower Commission. J. Gilbert Mason, a veteran of 30 years service with the firm, was elected vice president and will continue as a member of the board of directors. Other promotions were O. W. Callaghan to manager of special accounts and Robert V. Dilley to manager of specialty sales and assistant secretary.

sults indicated that smaller volume departments had an even greater proportion of their business in popular price footwear than the larger stores.

Nearly 79% of department store sales of women's dress shoes in 1949 were made at less than \$10 a pair, the survey disclosed. Shoe departments with volume under \$200,000 reported 82.4% of their women's dress shoe volume at less than \$10 a pair. The following table summarizes the percentage of sales in 1949 reported by shoe departments of department stores in each of ten principal footwear types.

Footwear Type	Price Range	1949 Sales	
		Under \$200,000 Depts.	Over \$200,000 Depts.
Women's Dress Shoes	\$10	82.4%	78.8%
Women's & Misses' Sport Weels	\$ 7	77.7%	64.3%
Women's Casual Shoes	\$ 7	66.5%	60.3%
Men's Dress Shoes	\$10	79.6%	78.7%
Men's Work Shoes	\$ 7	78.1%	76.3%
Children's & Growing Girls'	\$ 6	74.4%	60.9%
Boys'	\$ 7	80.7%	66.6%
Women's Slippers	\$ 4	69.7%	62.5%
Men's Slippers	\$ 5	77.4%	71.2%
Children's Slippers	\$ 3	75.6%	63.8%

Charge France Holding Calfskins from U. S.

The following excerpts are taken from a memorandum submitted this week by a prominent importer to the Senate Foreign Relations Committee "in opposition to further ECA aid to France as long as France refuses to make available adequate quantities of French calfskins and horsehides for export to the U.S.A.:

"The U. S. A. has received discriminatory treatment in connection with the handling by the French government of its hide and skin exports, particularly horsehides and calfskins to the U. S. A.

Below is a partial table of allocations for exports of French calfskins for 1950:

U. K.	900 tons
Belgium	600 tons
Holland	300 tons
Canada	300 tons

On the per capita basis, Great Britain thus receives three times as much as contemplated for the United States, Canada likewise, Holland four times as much and Belgium eight times as much.

Nor is that the only respect in which the United States has been given less favorable treatment than other nations, significantly on ERP. The other above-mentioned nations have already received their allotments so that they are in a position to purchase at leisure, and at a season when the goods are of good quality and low price. Calfskins are usually cheaper in the Spring and they are usually subject to deterioration and salt stains in the summer months, when the American quota for 1949 was given, and when, it is apprehended, the American quota for 1950 will be finally made available.

By exports of French calfskins at least 3 to 4,000,000 dollars can be made available to the French as dollars rather than as Sterling from England and Florins from Holland, and some substantial counterpart received against ERP aid to France.

The delay in even stating a quota for the U. S. A. is founded on the flimsiest pretexts by certain officials at the operative level in the French ministry for purely, allegedly, administrative reasons not reconcilable with facts and sound practice, so as to face the U. S. A. with a 'fait accompli' in view of the French attitude of not allowing a total of more than 3,000 tons to be exported.

It is significant that in the distribution of hides and skins during the war by the Combined Resources Board the proportion was the exact contrary between U. K. and U. S. A., namely, the ration was 3½ for the U. S. A. and one for the U. K.

Having already allotted 2,000 tons to other countries they can say that there is no more left to export to U. S. A. than 750 or 1,000 tons. However, it also is submitted that were His Excellency to exert the necessary pressure, an adequate allotment to the U. S. A. of at least 3,000 tons would be granted and the professed limit of 3,000 tons total be exceeded by the French authorities on grounds of grand policy.

Before the war this country was the largest buyer of French calfskins and horsehides. We need those horsehides. On a per capita basis Canada received four times what we received in 1949, England almost twice, Holland and Belgium each almost eight times!

Our horse population is dwindling, we barely produce half as many horsehides as we did before the war when we received from France four times as much as we received in 1949, though the production of horsehides in France has increased since before the war from 5,700 tons to 6,500 tons.

Before the war, France exported 4,200 tons or 74% of their production. In 1949 France exported barely 15%.

At least 2,500 tons should be made available to the U. S. A.

The most stupidly discriminatory aspect of the French horsehide case, however, is that a significant part of the horsehides which France exported to countries other than the U. S. A. in 1949 actually came to the U. S. A. but through abnormal channels of trade to the disadvantage of American firms established in France for the purpose of bringing such horsehides and calfskins to the American tanning industry.

French calfskins are probably the finest quality calfskins in the world. Their skins produce the finest upper leather for men's shoes and, as such, are indisputably a luxury material since they go only into high priced luxury articles. It is not a case, therefore, of their being necessary to low priced shoes for the mass of the French people since they only go into the shoes for the small percentage of Frenchmen able to afford such high priced shoes.

With the proceeds of exports of French calfskins to the U. S. A. for dollars the French could replace foot for foot of leather, if they have to import same, on the basis of one-third the cost of the French calfskin. For example, French raw calfskins could be sold in the U. S. A. for 75c a pound equal to 60c per foot in the raw. They can replace foot for foot in good quality cowhide or goatskin at a cost under 20c per foot in the raw, and thus reduce the cost of shoes to the French population and still narrow the dollar gap by \$2,000,000.

While in these "rich" United States only 14% of our shoes are made out of calfskins, in "poor" France about half of their shoes are made out of luxury calfskins. If they can afford four times as much luxury leather in their shoes as we can, it would appear as if they were no longer in need of ECA help from this country.

The transparent pretext has been urged that with these luxury skins they manufacture articles for export that bring in more dollars than the raw material exports would bring. This downright misrepresentation cannot be substantiated. I challenge anyone to prove that as much as 10% of the leather they make out of skins we propose to buy from them actually goes into finished articles that we have bought from them since the war ended.

In 1949 France produced as many calfskins as it did in 1938. But in 1938 France exported 65% of its production. In 1949 it exported only about 10%.

A few French calfskin tanners exert more influence and pressure on certain strangely compliant French officials; to keep for that small group of French tanners the profits reaped out of depressing the prices of French hides and skins for their sole benefit.

The question resolves itself down to whether the French need luxury calfskins and horsehides more than they need ECA. It is suggested that our Ambassador at

(Concluded on Page 42)

U. S. Shoe Specialists Leaving For Israel

This week the first contingent of General Shoe Corp's shoe manufacturing specialists sailed from New York on the first leg of its journey to Israel, where it will help operate the first shoe manufacturing plant ever initiated in the new Israeli nation.

Included in the first group leaving March 15 were Cliff M. Lee, superintendent of General Shoe's Tullahoma, Tenn., No. 1 plant, who will be superintendent of the Jerusalem plant; Riley Moore, welt department manager, and Frank Moore, welt department machinist, both from the Tullahoma plant; and Roy Olney, who will be manager of the welt and sole cutting department.

The four specialists will first visit Leicester, England, where they will study at Standard Engineering Manufacturing Co., learning the operation of the English-made machines to be used in the Israel plant.

A second group of four is scheduled to sail for Haifa on March 27. From there, the group will proceed to Jerusalem where it will meet the first group on April 11. Heading both groups is Claude M. Swinney, experienced shoe manufacturing ex-

ecutive who will be executive head of operations at the new plant.

Accompanying Swinney will be Charles McGavock, manager of the Huntsville, Ala., cutting room; Lloyd Coop, fitting department machinist from Tullahoma; and Clyde Sawyer, packing department manager of the Gallatin, Tenn., plant.

The new Israel plant was originated and financed by several New England and Israel business men. General Shoe Corp. was asked to participate in the enterprise because of the firm's experience in the foreign field, including Mexico City and Lima, Peru.

Production at the new plant, to be completed in May, is scheduled to begin in June with capacity expected to reach 2000 pairs daily of men's, women's and children's shoes. Training for Israel natives, who will make the shoes, will start on April 17 under the supervision of the General Shoe staff.

Shoe Pattern Assn. Honors Ewing and Rudberg

Lawrence J. Ewing of L. J. Ewing Co., Haverhill, Mass., and Clayton S. Rudberg of C. S. Rudberg Co., Inc., Boston, have been honored by the National Shoe Pattern Manufacturers Assn. for outstanding services in con-

nection with the establishment of the Association.

Members of the Association presented Ewing with a scroll and desk clock and Rudberg with a scroll at a breakfast meeting held last week in New York City. Ewing served as president until Sept. of last year and Rudberg was the Association's first treasurer. The former also was a member of the Textile and Leather Branch, Industry Advisory Committee, of the WPB during the war.

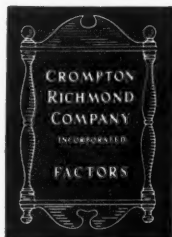
Work Stoppage Closes Brown Shoe Co. Plant

Production at the Brookfield, Mo., plant of Brown Shoe Co. was halted this week after an unauthorized walkout by nine top-stitchers. Company officials told 400 production workers at the plant that it was impossible to continue operations unless the top-stitchers returned to work.

The Brookfield plant manufactures men's brogue-type shoes for the company's Roblee Division.

The nine top-stitchers objected to laying in linings, claiming it should be done by other workers. Ben Berk, regional director of the Boot and Shoe Workers Union, AFL, worker bargaining agent, reported that the work-stoppage was "against the wishes of the union," and that he was

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sending a BSWU representative to Brookfield to settle the dispute. The union's contract with the company has a no-strike, no-work-stoppage provision.

Lynn Firm To Close

Gregory & Read Co., Lynn, Mass., manufacturers of women's high grade shoes, will close down "within a matter of weeks," according to John Read, treasurer of the company. Closing of the firm, founded in Lynn over 40 years ago and one of the city's best known, was attributed to the "trend of the times."

Read added that plans are being made for complete liquidation of the company's factory and equipment. More than 225 employees, many of whom had been with Gregory & Read for 25 years, will be thrown out of work by the shutdown.

Army Asks Leather Bids

The New York Quartermaster Procurement Agency has issued an invitation for bids on calfskin leather and leather lacings. QM-30-280-50-559 calls for bids on 1800 skins of black and brown calfskin leather and 3450 spools of black, brown and natural leather lacing.

Bids will be opened April 3 at 1:00 p.m. with delivery scheduled for June 1950 or earlier. Procurement is for the Army Medical Corps.

OIT Sets Additional Controls On Cattlehides

Approximately 600 categories of commodities of strategic importance, including wet and dry cattlehides, will be placed under additional destination controls on March 20, the Office of International Trade, Dept. of Commerce, announced this week.

The action is designed to increase the effectiveness of controls on exports important to the national security, according to the OIT. Govt. officials said the actual aim of the measure is to prevent Russia and satellite nations from obtaining strategic items "through the back door."

The new destination controls extend the present "R" country designation to all countries except those in the Western Hemisphere (North, Central and South America, including Greenland and Caribbean Islands). "R" country designation formerly applied only to countries of Europe and adjacent areas. Expanded controls provide for preshipment screening of license applications to prevent shipment or transshipment to unauthorized areas, the OIT added.



Massachusetts

● Creditors of Howard & Foster, Inc., Brockton manufacturer of men's welts, recommended settlement of 35 percent at a recent meeting, it is reported. No immediate decision has been made.

● The Federal Trade Commission has approved a stipulation by which George Goldberg, trading as Artgold Leather Goods Mfg. Co., Boston, agrees to stop representing that men's traveling bags made of split leather with a fabric or paper backing are made throughout of top grain leather.

● Issue of 147 additional shares of stock by the General Shoe and Leather Co., Inc., Haverhill, has been approved by State Tax Commissioner, Henry F. Long. This is added to the previous authorization of 1000 shares. Peter J. Tickellis is president.

● Charter of Incorporation has been issued to Vassar Footwear Corp., 100 Grove St., Worcester, to manufacture shoes. Officers are Emil M. Bonyhady, president; Barney Siegal, treasurer; and David Grove, clerk. The Secretary of State has authorized 100 shares of common, no par value stock.

● Massachusetts shoe manufacturers are presently operating at "full speed," according to the State Division of Employment Security, although there is "some total or partial employment among shoe workers." Women's shoe and slipper manufacturing areas are particularly active and men's shoe plants are also active. Haverhill, Newburyport and Lynn are at peak operations with present high-employment expected to continue to mid-April. The Division said that factors determining the immediate future of the shoe industry include an intensified campaign to stylizing and seasonalizing men's shoes.

New Hampshire

● The Brown Co., Berlin, whose products include innersoles, and its wholly owned subsidiary, Brown Corp., report consolidated earnings of \$1,091,710 after taxes and other charges for the fiscal year ended Nov. 30, 1949. This compares with net earnings of \$3,936,278 for 1948, according to Laurence F. Whittemore, president.

New York

● Stockholders of U. S. Leather Co., New York City, have approved a proposal to change Class A participating and convertible stock into a new issue of Class A convertible preferred stock on a share for share basis.

There are now 249,743 shares of A stock authorized and issued. Proposal to increase authorized common stocks to 1,147,239 shares from 647,753 shares to provide for conversion rights was approved.

● Hill Health Shoes, Inc., was recently incorporated under New York State laws to manufacture shoes. Address is 2106 Grand Concourse, Bronx.

● Gross & Erdos Shoe Designers, Inc., has been incorporated to manufacture shoes at 155 East 75th St., New York City.

● Beauty-Flex Shoes, Inc., has been incorporated to manufacture footwear at 285 N. 6th St., Brooklyn.

● General Tanners, Inc., leather tanner, has been organized in Gloversville by Francis A. and Ann C. Connolly and William E. Rall.

● Play-Rite Shoe Mfg. Co., footwear manufacturer, recently began operations at 47 Walker St., New York City.

● Allied Chemical & Dye Corp., New York City, has declared a quarterly dividend of \$2 on common pay for March 20 for stock on record March 10. The firm's quarterly dividend rate had been \$1.50 for the past 23 years. Company officials said the purpose of the change was to more nearly equalize distribution throughout the year.

● The Superintendents' and Foremen's Assn. of New York has voted to hold formal initiations at every first meeting of the month. The Association's annual boxing bouts will be held March 27 at the Brooklyn Arena. Another early event is a talk on "Human Relations and Ethical Standards in Industry" to be delivered at the March 24 meeting by Father Philip E. Dobson, S.J., director of St. Peter's College Institute of Industrial Relations.

● Sunbrun Shoe Co., Brooklyn manufacturer of women's cemented shoes, has ceased operations at 122 Flatbush Ave., it is reported. Early liquidation is scheduled, according to Frank Bruno, a member of the firm.

● S. W. Simon Leather Co., Inc., 100 Gold St., New York City, have appointed Colesworthy and Co. as St. Louis representatives. The firm tans glazed slipper and suede kid leathers.

● Leather Finishing Corp. has been chartered under New York State laws to process and finish leathers.

● Fairhill Tanning Corp. of New York has been organized to operate a tannery and deal in leather products. Site of the tannery has not yet been determined.

● The Thom McAn Division of Melville Shoe Co. has announced a retail increase of 30 cents on all shoe styles formerly selling for \$6.65. Company officials say the boost is caused by firm to higher leather prices.



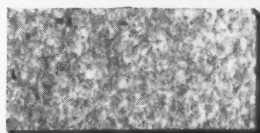
Hallowell Shoe Co., of Hallowell, Maine, manufactures this Margaret O'Brien Signature Shoe with Armstrong's No. 2616 Cork Composition.

Why you should pick your platform from a complete line

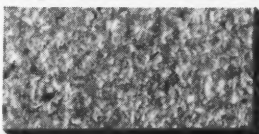
Your "best" buy in a platform material may not be the first or even the fifth material you see. That's why it pays to call Armstrong first. The Armstrong Line is complete. It saves you time, assures you of getting the material with exactly the character and workability you need.

That's why the Armstrong shoe representative can be so helpful. He offers nine kinds of cork and cork-and-rubber materials . . . each especially designed for platforms after years of experience working with the shoe industry.

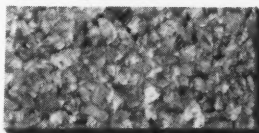
Whether your platform should be extra firm, soft, and flexible or meet special requirements, you can get it from Armstrong. Get production samples and full information from your Armstrong Representative. Call him today or write Armstrong Cork Company, Shoe Products Dept., 8803 Arch St., Lancaster, Pa. Available for export.



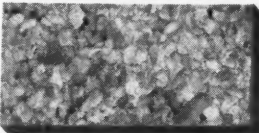
No. 5050—An extra firm cork composition. Often used for wedge heels and similar pieces.



No. 5040—Dense firm cork platform. Holds better sidewalls than softer compositions.



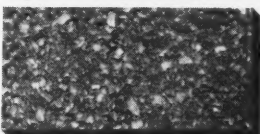
No. 5030—Made of coarse cork granules. Medium dense—has firmness plus good flexibility.



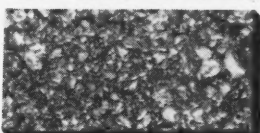
No. 2601—A soft, light cork platform. Also used in rubber footwear and in sport shoes.



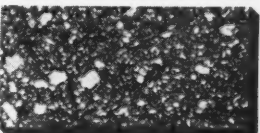
No. 1114C—Lightest, softest of all the cork platforms. Used in high and low-priced shoes.



RK-372 — (Cushion Cork) the top-quality cork-and-rubber platform. Resilient, extra flexible.



No. 748—Extra firm, resilient, and flexible. Made of ground cork and a synthetic binder.



RC-386—Popularly priced cork-and-rubber platform. Holds a good edge on any equipment.

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• Will of the late Edward G. Zeller, president of **G. F. Zeller's Sons, Inc.**, Buffalo tanner, provides that common stock of the corporation be divided among two sons, G. Frederick and Edward G. Zeller, both appointed executors. Both sons will continue the business, it is reported.

• **Bjorksten Research Laboratories, Inc.**, Chicago, has opened a New York office at 50 East 41st St. Dr. Johan Bjorksten, president, who will be in charge of the office, has written many articles in the protein and tanning fields.

• Involuntary petition in bankruptcy has been filed against Joseph West, trading as **West Shoes**, 440 Columbus Ave., New York City, it is reported.

New Jersey

• **Daintee Footwear** has been incorporated under New Jersey laws to manufacture footwear at 91 Bridge St., Paterson.

• **Gay Form Footwear Co.**, shoe manufacturer, recently commenced business at 84 West 26th St., Bayonne.

Pennsylvania

• The **Central Pennsylvania Shoe & Leather Assn.** has announced plans to hold its annual Spring Outing and Golf Tournament at Reading Country Club, Reading, on June 23. The organization now numbers some 500 members consisting of shoe manufacturers, tanners and allied trades representatives. A. C. Mudge, vice president of Hanover Shoe, Inc., is president of the Association.

• **Wilkes Shoe Co.** was recently organized by Max and David Neckrich to manufacture footwear at Wilkes-Barre.

• **Cover & Co., Inc.**, Philadelphia leather and cut soles wholesaler, recently moved to 416 Walnut St., it is reported.

Washington, D. C.

• The Wage and Hour Division of the Labor Dept. has issued special learner pay certificates to various manufacturers of leather and sheep-lined garments. Certificates are effective until July 25, 1950.

• **Argentine cattle slaughter** in 1949 totaled 9,350,000 head against 9,200,000 head in 1948 and 9,710,000 head in 1947, the Tanners' Council reports. Of the 1949 total, 2,900,000 were frigorificos, 200,000 meat factories, 1,800,000 B.A. Mataderos, 3,800,000 interior Mataderos, and 650,000 farm slaughter.

• **Polystyrene resins** and all types of copolymers, used in the manufacture of specialty footwear and other products, have been removed from the export control Positive List and may now be shipped in any quantity to any foreign destination, the Office of International Trade has announced.

LABOR NEWS

Set Edgetrimming Wage At Eagle

The Massachusetts State Board of Conciliation and Arbitration has fixed 45 cents per 24 pairs plus five percent as a fair price for edgetrimming red lug soles in a decision rendered to Eagle Shoe Mfg. Co., Inc., Everett, Mass. The union involved was the Independent Shoe Workers of Everett.

Sign Webster Shoe Contract

A contract dispute between Webster Shoe Co., Webster, Mass., and some 400 employees was settled recently at a hearing before the Massachusetts State Board of Conciliation and Arbitration. Agreement was reached after the company dropped its demand for a 10 percent wage cut, according to President Joseph Piczetti of the Webster Independent Shoe Union.

Elect Local 143 USWA Officers

Officers of Local 143, United Shoe Workers of America, CIO, were installed recently at a banquet held in Manchester, N. H. Those inducted were Mrs. Doris Wallace, president; Miss Helen Kissel, vice president; and Costas Loakos, secretary-treasurer.

Sign Contract At Virginia Oak

Officials of Virginia Oak Tannery, Luray, Va., recently signed a contract—the first since a strike halted operations in May 1948—with officials of the Independent Tannery Workers Union of Page County. The new union was organized when a strike was in progress by the former workers' bargaining agent, International Fur and Leather Workers Union, CIO.

Return of some employees and hiring of new workers enabled the company to resume operations while the new union was being formed. The new union was certified as bargaining agent in Sept., 1949 by the National Labor Relations Board.

Ohio

• The **American Oak Leather Co.**, Cincinnati, has announced a liquidating distribution of \$5 per share on common capital stock for March 20. Previous distribution of \$10 per share was made recently. William H. Mooney, president, disclosed that the firm's real estate and plant holdings in Cincinnati have been sold.

• **Howes Leather Co.**, Boston, is leasing a seven-story building with 100,000 sq. ft. of floor space from D. F. Building Corp., which acquired a part of the former plant facilities of the American Oak Leather Co., liquidated Cincinnati sole leather tanner. Howes recently purchased machinery and other equipment from the firm.

Selwyn Employees Reject Union

Workers at the Selwyn Shoe Mfg. Corp., Boonville, Mo., recently voted for the third time since 1946 against representation by the Boot and Shoe Workers Union, AFL. The vote was 163 for the union and 301 against it with a total of 473 of 503 eligible voters casting ballots. The union lost a similar election by one vote last year and was defeated 290-96 in 1946.

NLRB Certifies BSWU at De Soto

The National Labor Relations Board has certified the Boot and Shoe Workers Union, AFL, as bargaining agent for production and maintenance employees at the De Soto, Mo. plant of International Shoe Co. At an election held Feb. 7, workers cast 230 votes for Local 457 of the BSWU and 65 for United Shoe Workers of America, CIO.

Seek Stitchdown Contract

Joint Council No. 13, United Shoe Workers of America, CIO, has opened negotiations on a new 1950-51 labor contract with the Stitchdown Shoe Manufacturers Assn. Union leader Isadore Rosenberg said union demands parallel those made recently to the New York Manufacturers Board of Trade and the National Assn. of Slipper and Playshoe Manufacturers.

Albert Shoe Vote March 21

Employees of the Albert Shoe Co., Middleboro, Mass., will vote on March 21 to decide whether or not they want a bargaining representative in either the BSAC, Middleboro Shoe-workers Protection Union, or no union. The election date was determined as a result of a conference March 3, before Field Examiner Thomas E. McDonald of the Boston NLRB office, petitioned by the local brotherhood. It is expected that approximately 135 employees will ballot.

Minnesota

• **Dodson-Fisher Co.**, Minneapolis manufacturer of women's, misses' and children's footwear, is reported moving to St. Paul.

Wisconsin

• **Ansul Chemical Co.**, Marinette manufacturer of industrial chemicals and dry chemical fire extinguishers, recently converted a visit by a New York newspaperman into an excellent bit of community relations. Syndicated columnist Charles B. Driscoll did a series of articles about fire extinguishing, liked the town so well he wrote a few extra columns about it. Although its name was never mentioned, Ansul reprinted the series and distributed it all over Wisconsin as a public service.

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Resin 50 provides a positive reinforcement for rubber compounds, makes them more easily handled because it acts as a plasticizer at processing tempera-

tures. Quality products in any hardness range can be obtained. Typical uses are in shoe soling compounds, floor tiling — many more are possible.

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PERSONNEL

▲ **Robert S. Arbib**, a partner in J. H. Rossbach & Bros., well-known New York City hide and skin firm, has been appointed chairman of the hide and skin division of the Red Cross.

▲ **J. Frank Scanlon** has been appointed district sales manager of the New York offices of Hickey Leather Co., Grafton, Mass. tanner. Scanlon has been connected with the leather industry for the past 30 years in the New York area. He will direct sales and distribution of Hickey's Shrewsbury Grain Bridle Leathers for the belt and luggage trade on the East-ern Seaboard.

▲ **Louis Holzman** of Universal Stay Co., Chelsea, Mass., has been appointed distributor for Goodall Fabrics Plastic Dept., New York City. Holzman, through Universal Stay Co., will be sole distributor to the shoe trade in the New England states, New York, Pennsylvania, New Jersey, Virginia, West Virginia and Ohio. He will handle pyroloxin coated fabrics for women's and children's shoes and playshoes. Grains are pythoon, kid and bordered grain while smooth will be available in many colors.

▲ **Vincent Frank Melchore**, several-time president of the Superintendents' and Foremen's Assn. of New York and most recently in 1949, has opened his own business as shoe factory analyst and consultant. A veteran of over 40 years service in the shoe industry, he was associated recently with the now defunct Starlet Footwear Corp. as superintendent and designer. Melchore will operate from his home at 90-54 209th St., Queens Village, N. Y. In addition to advising shoe manufacturers on labor saving devices, styles and patterns, he will sell shoe machinery, cork platforms and heels.

▲ **Milton Kirschbaum** has resigned as sales manager of Sporting Shoe and Sporting Sales Corp., New York City, to join Cosmos Shoe Co., Brooklyn manufacturer of playshoes.

▲ **David E. Ward** has been appointed executive vice president of Trimfoot Co., Farmington, Mo., manufacturer of juvenile shoes.

▲ **Art Mayer**, New York City sales representative for Stacy-Adams Co., Brockton men's shoe manufacturer, has moved his offices from Room 932 to 948 in the Marbridge Building, New York.

▲ **Henriette Simon**, well-known shoe designer, has opened a new studio at 39 West 32nd St., New York City, where she will resume design of pull-overs for the first time since the war. Miss Simon was formerly associated with I. Miller & Sons, Inc.

▲ **William J. Mercer** has been elected vice president in charge of sales and production at Bissell Leather Co., Salem, Mass. tanner.

▲ **J. C. Bagnall, Jr.** has resigned as vice president in charge of manufacturing of Swank, Inc., manufacturer of men's leather accessories in Attleboro, Mass.

▲ **L. P. Johnson** and **G. W. Moseley** have been named sales representatives for TexTan of Yoakum, Texas manufacturer of men's, women's and children's cowboy boots. Johnson will cover West Texas while Moseley will handle East Texas, Louisiana, Arkansas and Mississippi.

▲ **John H. Lea**, veteran shoe buyer and department manager of the Wm. R. Moore Dry Goods Co., Memphis, Tenn., general wholesalers, has retired after 28 years of service with the company. He is 79 years old. Lea was a former buyer for Car-ruthers, Jones Shoe Co. in Memphis before organizing the J. H. Lea Shoe Co., footwear wholesaler. He joined the Moore Co. in 1921.

▲ **James G. Witte** has been appointed general sales manager of The American Box Co. and The American Wood Products Co. main plant and offices at Cleveland, O., and branch plant at Marion, So. Carolina. Witte has been active for more than 21 years in the box and packaging industry.

▲ **Floyd Wisherd** has resigned from the Buster Brown sales staff to rest and travel for some time and then assume control of business interests he has built up in the Northwest. Wisherd represented Buster Brown Shoes and other Brown lines in Oregon since 1913 and compiled an outstanding record.

▲ **Forest D. Williams**, chairman of the board of Williams' Mfg. Co., Portsmouth, Ohio, has been appointed to the 11-member executive committee of the Ohio Chamber of Commerce. He was named by C. I. Weaver, successor to the late A. Graves Williams, former Williams Mfg. Co. board chairman and a brother of the present shoe firm executive.

▲ **William H. Winfield** has been named assistant to the president at Monsanto Chemical Co.

▲ **Henry Schreiber** has been added to the Apex Chemical Co., Inc.'s staff of technicians calling on leather tanners and finishers. Schreiber is a graduate leather chemist of the Univ. of Leeds, England, a former instructor at the Pratt Institute's School of Leather and Tanning Technology, Brooklyn, N. Y. His connections with well-known tanners here and abroad have made him widely known in his field.

FINANCE

Monsanto Chemical Co.

Monsanto Chemical Co. and subsidiaries (excluding British and Australian subsidiaries) report net income of \$17,236,422 on sales of \$165,924,700, equal to \$3.74 per common share, for the year ended Dec. 31, 1949. This compares with net income of \$18,042,473 equal to \$3.95 per share on sales of \$161,609,441 in the previous year.

E. I. du Pont de Nemours & Co.

Sales of E. I. du Pont de Nemours & Co., Wilmington, Del., set a record high last year by passing \$1 billion for the first time. In its annual report, the company told about 110,000 stockholders, that sales for the year reached a total of \$1,025,000,000, about six percent greater than in 1948, the previous record year. Du-Pont sales were about seven percent of total chemical and allied products sales in the U.S.

The report said profits from operations last year were \$134,000,000, or 23 percent more than the year before, with return on operating investment equal to 10.5 percent, as compared to 9.3 percent in 1948.

Edison Bros. Stores, Inc.

Net income of \$2,081,053, equal to \$2.14 per share, on sales of \$74,156,492 for the fiscal year ended Dec. 31, 1949 is reported by Edison Bros. Stores, Inc. This compares with net income of \$2,526,307 equal to \$2.67 per common share on sales of \$75,026,770 for the year 1948.

In his report to stockholders, Harry Edison, president, stated that the 1.15 percent decline in net sales plus higher operating costs resulted in lower net earnings. Increased consumer demand for casual footwear plus the continued trend toward lower priced footwear was still evident. The company now operates 213 women's shoe stores over the country.

Of total sales reported, \$60,298,604 came from shoes, slippers, sandals and rubber footwear and \$14,351,264 from hosiery, handbags and accessories. Present schedule calls for eight new stores to be opened in 1950.

Seton Leather Co.

Seton Leather Co., Newark, N. J., reports net profit of \$90,687 equal to \$1 per common share for the year ended Dec. 31, 1949. This compares with net earnings of \$148,473 equal to \$1.64 per share in 1948. Sales last year fell to \$3,408,673 as against \$4,072,793 a year ago.

Total current assets were \$1,755,056 and current liabilities \$141,222 against current assets of \$1,517,259 and liabilities of \$169,869 in 1948. Inventories were \$662,877 against \$682,294 in the previous year. Although unit sales were up during the year, weaker rawstock and leather markets caused a lower sales volume, according to J. C. Kaltenbacher, president.

(More Finance on Page 45)

RUEPING

TOMAHAWK WINEGLO, COLOR NO. 3



STYLE 234

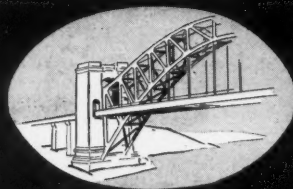
**Rueping's Tomahawk Wineglo, with its deep lustrous beauty,
combines with Freeman's smart styling
and expert craftsmanship to bring the character
and "built-in" satisfaction men seek in fine footwear.
Samples of the new Fall shades at your request.**



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Well-fitted shanks are essential in preserving the work of stylist, last maker, and shoemaker. Much of their creative skill and craftsmanship can be lost unless the shank — strongest structural member of the shoe — fits properly and helps to maintain correct lines.

If your present shank fitting schedule leaves room for improvement in your shoemaking, you need United's shank fitting service by specialists. Judge for yourself in your own shoes the effectiveness of a properly fitted shank. Just ask your United Man.



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are tough, hard, uniform.
Fit like master models. Clean,
ready-to-use. Preserve bal-
anced tread.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



Compressed Air—New Economy Device In Shoe Manufacturing

Use of air-operated apparatus cuts cement-applying time on platforms by half; they're used for forming outsoles and insoles; for spraying lacquers; and for other purposes. It has splendid possibilities.

METHODS of other industries have been freely borrowed and applied to shoe manufacturing by Joyce, Inc. Several examples may be found of departures from conventional shoe-making methods and among some of these departures are the ways the company is using compressed air.

The compressed air applications described here were observed at the headquarters of Joyce, Inc. in Pasadena, Calif. Similar methods might be found in the five other plants across the country and the still more Joyce factories abroad.

Cement Applying Time Cut

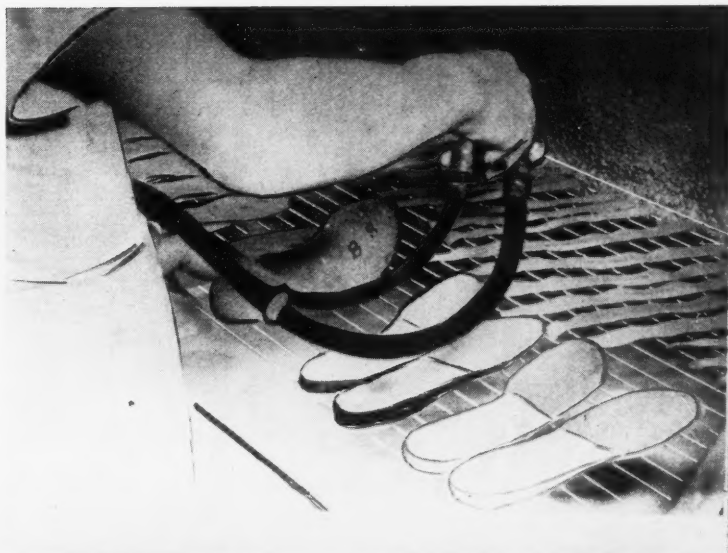
Applying cement to platforms with air spray guns, (see Fig. 1), is one example of the departure from the conventional method. Joyce finds it can complete this step in approximately half the time required by the usual machine method of application.

At several steps along the production line, air-operated presses are used to create bonds after the cement spraying operation. The presses operate at the touch of an air lever with no effort on the worker's part and complete the bonding pressure as the worker prepares to handle the next shoe on the line.

Air-Operated Bonding

A number of bonding presses, (see Fig. 2), of the type described are used along a production line and other air-operated presses are used for forming outsoles or insoles. Pressing the outsole on the pad is accomplished with an air-operated press which works on a swivel arrangement. As one sole is pressed by the action of the air piston, the swivel raises the press from the other sole on the equipment. Thus, the operator loads one sole and unloads the other in an almost continuous movement.

The small air cylinder-operated



Air spray guns rather than mechanical methods are used in the application of cement to platforms in the Joyce factory at Pasadena. (top)

Presses such as this one for bonding cement are used at stations all along the Joyce foundation production line.

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They go hand in hand to improve your production. You'll find sewing is smoother—stitch strength and quality improved—production increased.

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• **STAR DISC BOBBINS and INTRINSIC THREAD** give you laboratory-tested sewability.

• **INTRINSIC THREAD**—on bobbins, cones, or spools—is made from premium grades of cotton under strict quality controls to assure you the same smooth, dependable performance from every shipment.



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Sean Engineering is an independent engineering organization in the service of the American Thread Company. It provides engineering and manufacturing services for the production of thread, cones, bobbins, and spools.

presses are extremely simple in design, but do highly important work from the production man's viewpoint. The presses fit into the entire manufacturing process which makes the simplified production methods possible. In these methods they play a vital part in maintaining continuous flow at low cost.

The Pasadena manufacturer, which has become the world's largest maker of wedgie playshoes for women—in all its factories a total of 16,000 pairs a day are turned out—has been able to export its know-how. In England for instance, its factory there is making wedgies to retail for 49 shillings, or about half the price of competing quality of other English-made shoes.

Other Air-Compressor Uses

Various other applications for compressed air are helping to keep the price of wedgies down and the quality up. Although the uses are many, the actual volume of compressed air to operate the various devices is relatively small. The company has two air compressors of 43.5, (see Fig. 3), and 16.4 cubic feet per minute capacity and a smaller unit of 6.2 cubic feet per minute capacity. The compressors are located in the center of the foundation department, where the air-operated presses and other equipment are used.

Air spray guns are used in the conventional as well as the unconventional way. Spraying lacquer as a protective coating over color is one of the conventional uses.

On large runs, the commonly used hydraulic sole-laying press is also used by Joyce, but on experimental models or small runs where the high-production hydraulic with its many stations is not needed, Joyce returns to compressed air again. Similar to the other air-operated presses in its action, the small sole-laying press is economical in operation and does not tie up the large press for small work.

Air-operated presses were chosen over mechanical ones because of the lower original cost and the much lower maintenance cost, since air-operated equipment has the minimum of moving parts to get out of order and thus slow down production.

Pressures Vary for Job

One of the principal considerations in getting full performance from air-operated equipment of almost any type is to have ample pressure at the point of use. Pressure on the lines at the Joyce plant is maintained at between 125 and 130 pounds per square inch. For spraying cements,

(Concluded on Page 32)

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Electrical Equipment And Processing Costs In Tanneries*

By D. D. Miller

Industrial Sales Engineer, Westinghouse Electric Corp.

The right electrical equipment in tanneries, and the proper use of it, can result in appreciable savings and improved quality of products.

LITERALLY, no two hides are alike, yet uniform products are sought. Many variables are involved, all of which must be controlled if the finished product is to be satisfactory. This results in high production costs.

The leather market has been invaded by serviceable synthetic materials at lower, more stable prices. These materials are more easily processed with far less waste, and have proven highly successful for such items as soles, belting and luggage. Synthetic elastomers are water, chemical and mildew resistant, have wearability including toughness and resistance to abrasion and uniformity because of controlled chemical and mechanical operations.

Tannery Economy Developing

This increasingly competitive market between leather and synthetics has stimulated the development of more economical processes in the leather industry. Rapid advancements have been made in sound engineering principles. The industry is skillfully combining old and new techniques in a continual effort to reduce process costs. For example, much work has been done on syntans, chrome substitutes, the growing use of organics in leather finishing, drying studies, not least, a greater degree of mechanization.

The application of electrical equipment in tanneries is important in the development of more economical processes since it affects power and labor costs as well as quality and quantity of the finished product.

I assume that you have read my article on the "Application of Electrical Equipment in Tanneries" (L & S, Sept. 17, 1949). This article covers motors and control, switchgear,

transformers, capacitors, turbines and lighting. Of course, the field of electrical equipment is much broader than this, and I mentioned only major equipment applicable to the tanning industry.

Some of the other electrical equipment which is applied in tanneries are measuring instruments, bus duct, water coolers, welding, communication apparatus, voltage regulators, reactors, lightning arresters, stokers, air handling equipment, etc.

I intend to show now just how electrical equipment plays a big part in the important more economical processes of leather manufacture.

Power Generation and Distribution

First comes power generation and distribution. Most tanneries purchase their power requirements. Most tanneries are relatively small and purchased power proves more economical than either the generation of electric current or the use of steam power drives. Consideration should be given to the process steam required. In the larger tanneries it may prove that power generation is more economical for this reason. Profitable operation of this type of plant depends on the correct application of turbines to maintain a proper heat balance between process steam and steam for power generation.

The function of the electric power distribution system is to receive power at one or more bulk power supply points and deliver it to every electrically-operated device in the plant. The entire operation of the modern tannery depends upon the uninterrupted supply of this power to its lamps, motors, welders, heaters and other electrically-operated devices. Therefore, the satisfactory operation of the plant depends on the proper

functioning of its distribution system.

Distribution systems are too often selected on the basis of the lowest initial investment. This usually results in the installation of a system which is not the best, the most reliable, or the most economical for the plant. The best system for any plant is the system which gives the greatest value per dollar of investment, and economically and safely supplies adequate electric service to both present and probable future loads. This is rarely the system with the lowest initial investment.

In my article I discussed briefly two systems—the conventional simple-radial and the modern simple-radial. The primary difference is that with the conventional simple-radial, the incoming voltage is stepped down to a utilization voltage and then distributed to several load centers through feeders; whereas in the modern simple-radial, the incoming voltage is distributed direct to the different load centers and is then stepped down to a utilization voltage.

Best for Tanneries

For plant loads not in excess of about 1000 KVA, as is the case with many tanneries, the conventional system is comparable from a price standpoint. It has a desirable feature over the modern system in that full advantage is taken of the diversity between load centers. This permits the use of a minimum amount of transformer capacity.

In the modern system voltage regulation and efficiency is improved since power is distributed to load centers at high voltage. Generally the initial investment is less than any other system (or about the same as the conventional system for small plants). The interrupting duty on

*Condensation of talk delivered at Pratt Institute.

the circuit breakers is more uniform and, at several load centers, is less than when using the conventional system.

Power Costs

In any inductive electric circuit there are ever present two components of current—energy and magnetizing. Actual power is consumed from the energy current only. However, the total current required determines the size of generators, lines, transformers, regulators and other equipment used to supply the service. The amount of real power that can be supplied over a given system is limited by the magnetizing current flowing in that system.

It is common practice today for Utilities to base the billing for electric service not only on KW hours consumed but on the total load supplied to a plant, including magnetizing current. This is understandable, as I mentioned, in that the total current determines the size of equipment. You see, to a generator, transformer, or line, useful or wattless amperes look the same; one causes as much heating in a generator as the other and the capacity of a given machine is determined largely by the heating which takes place in that machine.

Induction motors are the main cause for low power factor. These machines draw their excitation or magnetizing current from the line. This current is of the lagging variety as contrasted with the energy current which is transformed into mechanical energy. The proportion of wattless current to useful current becomes much higher as the load is reduced. Also, slow speed motors require more excitation than high speed motors of the same HP rating, resulting in lower power factor. Likewise, the power factor decreases quite rapidly as the voltage is increased above the nameplate rating, since the magnetizing current increases.

So here are three important points to keep in mind:

1. Do not over-motor your drives, because induction motors should operate as near full load as possible.
2. The applied voltage should be kept close to the nameplate rating.
3. High speed motors should be used wherever possible.

Transformers require exciting current in the same manner as induction motors, although to a lesser

degree. Therefore, the plant should not be over-transformed and unloaded transformers should not be allowed to float on the line.

Squirrel Cage Motors

Induction squirrel cage motors are used primarily for tanning machinery. This type of machine is the simplest and sturdiest of electrical rotating equipment. The induction squirrel cage motor is essentially constant speed and can be applied for the majority of constant speed applications. The control can be cheap and simple—merely a Linestarter which connects the motor directly across the A.C. line at full voltage. This starter can be either manual or magnetic. The advantages of magnetic starters for all motors are remote location with pushbutton control at the machine.

I am just going to cover straight squirrel cage induction motors since this is probably 90% of the applications in tanneries. To apply a squirrel cage motor to drive a machine, consideration must be given to several factors:

- horsepower
- speed
- torque—starting, breakdown and running
- allowable starting current
- duty—continuous
- frequency of starting and stopping
- reversing
- accelerating time
- fluctuating loads
- surrounding atmosphere —
 - temperature rise
 - moisture
 - dust, fumes, etc.
- limitations of government laws and utility regulations

Horsepower and Speed

For each application the machinery builder should be able to tell you the HP of the motor to be applied.

The output speed of the motor is determined by the rate of production on the machine and the mechanical drive arrangement on the machine such as countershaft, gearing, etc. Gearmotors provide efficiencies and high power factor of the motor and slow output speed as required, such as for drums and certain finishing machinery.

Just about all machines in the beamhouse are of this nature, except perhaps fleshing machines, along with tanning, tumbling, fatliquoring and dyeing drums. Other machines

where gearmotors are very applicable are shanking, whitening, staking, glazing, seasoning, brushing and several others. I am strongly in favor of this type of speed reduction over machine gearing. The price differential between the gearmotor and bare motor will usually be less than machine gearing. Maintenance is reduced to practically nothing, and the appearance is much neater.

V-belt drives are all right to use where the machine requires an input speed of say 500 to 900 RPM. In this case it is usually cheaper to provide a high speed motor with a belt ratio of 2 or 3 to 1. Such machines may be unhairing, setting out, shaving and splitting machines.

Direct drives may be used for such machines as fleshing, buffing, etc.

Motor Duty

The duty of a motor may affect the horsepower, the motor frame size, mechanical construction, etc. The accelerating time, number of reversals, frequency of starting and stopping all have bearing on the final motor design. Major tanning machinery requires only constant speed continuous duty service and these unusual conditions of reversals, quick acceleration, flywheel effect, etc. do not exist.

Flywheels are used on rotating cylinders for fleshing, unhairing, shaving, etc. Between the running of each hide the motor stores energy into the flywheel. When work is then done on the hide, energy is taken out of the flywheel thereby allowing a more even duty on the motor. One machinery builder told me that the elimination of the flywheel on one of his machines seemed to result in less shock on the motor when load is applied. He also said that the motor had trouble accelerating the load after the hide had passed through. This motor did not have sufficient accelerating torque to store any appreciable amount of energy in the flywheel between runs. Actually under load the motor had to pull the flywheel over part of the cycle as well as the rest of the machine. The answer here is more horsepower to get the increased torque.

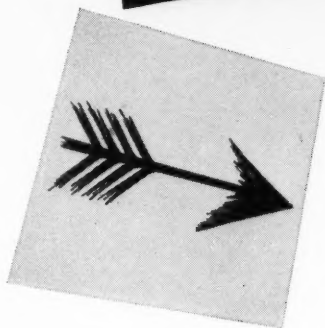
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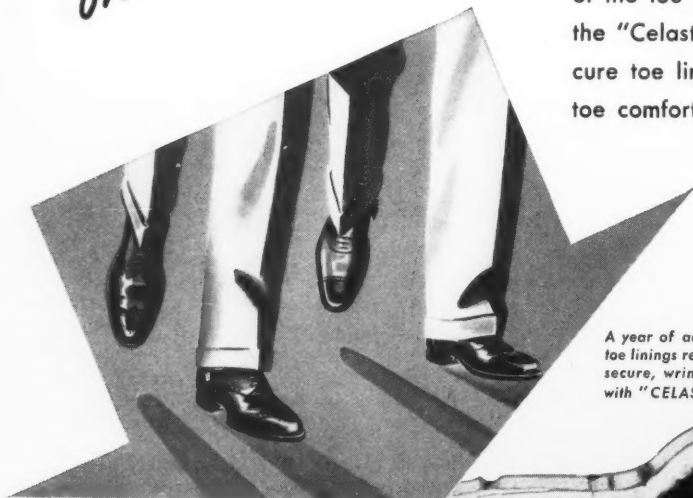
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A principal cause of toe discomfort is wrinkled, or loose, toe linings . . . this condition can be prevented by the use of "Celastic"* Box Toes!

The reason: "Celastic" is a woven fabric impregnated with a plastic compound that fuses together lining, box toe and doubler to form a strong three-ply unit.

Technically speaking . . . when the plastic compound is activated by the solvent, the resulting colloidal solution penetrates the adjoining lining and doubler . . . when the solvent evaporates, the plastic compound hardens, securing itself in the weave of the toe lining and doubler . . . locking them to the "Celastic" box toe. This fusion provides a secure toe lining and a smooth interior . . . assures toe comfort for the wear-life of the shoe.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



*"CELASTIC" is a registered trade-mark of The Celastic Corporation

LEATHER and SHOES—March 18, 1950

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March

The Coming Market For Shoes*

By John H. Patterson, Economist

National Shoe Manufacturers Association

IN HIS Annual Economic Report to the Congress early this year, President Truman indicated that within five years we can achieve an annual output, at present prices, in excess of 300 billion dollars per year. This would compare with a gross national product of 262 billion dollars in 1948 and 257 billion in 1949.

Let us ask ourselves what a 300 billion output of goods and services would do for shoe sales.

Incomes and Spending

The Office of Business Economics of the U. S. Department of Commerce has more recently been tackling the problem of how changes in income affect consumer expenditures for various types of goods and services. In the January 1950 Survey of Current Business there is an article entitled "Income Sensitivity of Consumption Expenditures." This reviews and brings up to date an earlier study published in the Survey in January 1945. In both of these studies, dollar expenditures for various commodities and services during the years 1929-1940 were correlated with disposable personal income. The idea was to find out how various types of expenditures changed in response to a given change in consumer incomes.

I am going to talk about consumer incomes and personal expenditures. Consumer incomes mean what people have to spend in order to satisfy their needs and wants. Personal expenditures refer to the things for which this available money is spent.

Consumer incomes and consumer expenditures rise and fall together. During 1929 through 1940 every increase or decrease of one percent in consumer income was not accompanied by a corresponding change of one percent in personal consumption expenditures, but only by a change of .86 percent.

"Sensitivity" of Goods

Despite the close over-all relation between changes in incomes and changes in consumer expenditures, there are wide variations between changes in total consumer income and changes in the amount spent for individual goods and services. Those goods or services for which expendi-

tures increase or decrease roughly in direct proportion to changes in personal disposable income may be regarded as having "average sensitivity." Most food and clothing fall in this group.

More sensitive goods and services are those for which expenditures change more than proportionately to changes in incomes. Most durable goods fall in this group.

Goods and services for which expenditures rise and fall less than proportionately to changes in personal income are of *low* sensitivity. The amount of money spent for these less sensitive things does not change much between good times and bad. A large number of services fall in this classification, presumably because their purchase cannot be postponed when times are bad and yet they are not things that people have much desire to spend more money on when times are good. It is difficult to generalize about why and where things fall. Beauty parlors are on a par with shoes, and neither of them is as depression-proof as movies and tobacco. Here is a list of representative goods and services with the "sensitivity" percentage shown on the right. We will let it speak for itself.

Product of Service	Sensitivity*
Radios, records, etc.	2.5%
New and used cars	2.0
Jewelry and watches	1.8
Floor coverings	1.4
Clothing & accessories, except footwear	1.1
Food	1.0
Dentists' services	.9
Shoes	.8
Beauty parlors	.8
Movies	.7
Tobacco	.5
Legal services	.3
Water, gas, electricity	.2

*Percentage change in expenditures with each percent change in consumer incomes.

From 1929 to 1933, expenditures for goods and services in the *upper* sensitivity class (above 1.0%) declined by 57%, compared with 41% for the *average* (with sensitivities between .7 and 1.0%) and 26% for the *low*-sensitivity items.

This pattern was reversed on the upswing from 1933 to 1940, when the consumption expenditures for

goods and services of higher sensitivity increased 92%, while the average group increased 71%, and the low group only 29%.

When the war ended, expenditures for items in the highly sensitive category (mostly consumer durable goods) rose sharply, but the other two groups moved up fairly rapidly also. Even by 1949 the movements of the three groups were not exhibiting their historical behavior patterns, but, as the study points out, this may be evidence that the postwar readjustments had not been completed.

In 1949 expenditures in the *average* sensitivity group (food, clothing, shoes) declined as income leveled off, while both the higher and lower sensitivity groups increased. The removal of rent control and the filling up of the diminishing backlog of demand for automobiles and a few other things could change this picture quickly, and restore the prewar relationship in which various types of goods and services stood to each other. Even if we have sustained good business, and a substantial expansion of the production of goods and services of all types, let us say, to the 300 billion dollar level contemplated in Mr. Truman's message, I believe that the relative sensitivities of consumer expenditures in the 1929-1940 period give us as good an idea as any of what people will spend their money on if they have more money to spend.

Population Effects

To say that the failure of dollar shoe sales to increase .8% for each 1% increase in personal disposable income in 1947, 1948, and 1949 means that the prewar experience is no longer valid would be shortsighted indeed. The measures described must be used in conjunction with a careful study of changed market conditions.

One of the most important market conditions for the shoe industry, and one which in my opinion has not received the attention it deserves, is population changes. I think that many of us have been thinking too loosely about the effect of population changes on the market for shoes.

Population has increased 17.5 million since 1940, an increase of 12%. Only slightly more than a third of

*Condensation of talk before Membership Meeting of National Shoe Mfrs. Assn., Mar. 7, N. Y. C.

this increase, 6¾ million to be exact, is a result of an increase in births. A decrease in mortality has been the principal factor responsible for the population increase.

This means that the market for shoes for adults has increased in number of pairs more than the market for juvenile shoes. The figures are not so striking in the case of adult shoes, because 5 million more men and approximately the same number of additional women out of a total of 55 million of each 15 years old or older is less striking than an increase in births from around 2¼ million to 3¾ pairs per year.

It is important for manufacturers of men's and women's shoes to realize that this enlarged market is concentrated pretty much in the older age groups. Unfortunately, elderly people's consumption requirements are slight. There has been almost no increase in population in the young or middle-aged adult groups. The big increases come in the groups from 55 years and over. Unless manufacturers make shoes which appeal to elderly people especially, they are in danger of overestimating the market potentialities of the population increase, at least until such

time as our war and postwar increases in births are reflected in a larger adult population.

It is really startling to realize that despite a 12% increase in population there are fewer 10 to under 15-year-olds today than there were 10 years ago, before the war. This group is still reflecting the low birth rates of the 30's. The war and postwar boom in births has as yet run its course only in the babies' (0-4 shoe size) field. Even in the infants' lines, where children from 1 to under 5 years of age constitute the bulk of the market, the increased birth rates have not had their full effect, and in other lines they have scarcely been felt at all.

Juvenile Shoes

Misses' and children's shoes currently reflect the births during the period from 1940 through 1944. At that time births averaged about one-half million more per year than they did during the five prewar years, but about one million per year less than they have during the past 3 years. The growing girls' and youths' and boys' group from 10 to under 15 will not fully reflect the changes which have thus far taken place in our birth rate until 1961, although the major impact will have been felt by 1957.

It is only after 1961 that the increase of birth rate will appreciably increase the market for men's and women's shoes.

The following table shows the number of births for each from 1930 up through 1949:

1930	2,204	1940	2,360
1931	2,113	1941	2,513
1932	2,074	1942	2,809
1933	2,081	1943	2,935
1934	2,168	1944	2,795
1935	2,155	1945	2,735
1936	2,145	1946	3,260
1937	2,203	1947	3,900
1938	2,287	1948	3,702
1939	2,266	1949	3,729

I think they provide an important part of the answer to the postwar pattern of shoe consumption, as well as to what lies ahead.

Babies' and Infants'

Babies' business this year will be about the same as last year. There was a slight increase in births, but it was less than one percent. This in itself was surprising and fooled most of the experts, because the increase in birth rates had been believed to be a wartime phenomenon. The reduction in births between 1947 and

(Concluded on Page 35)

Always Remember:



Reg. U.S. Pat. Off.

UNITED STAY COMPANY, Inc. 222 THIRD ST., CAMBRIDGE 42, MASS.

WINSLOW



NORWOOD



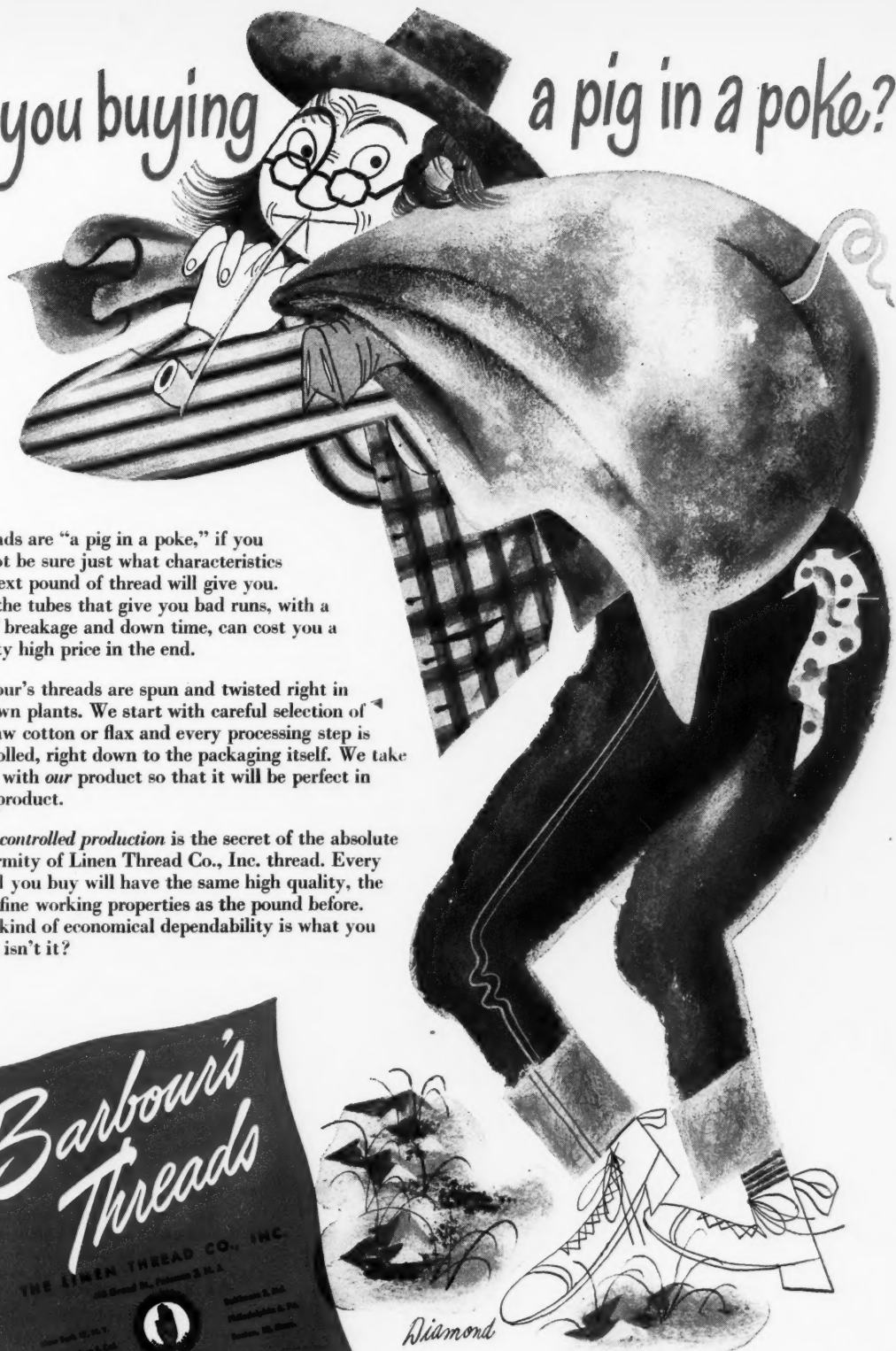
MASS.

**KIDDIE CHROME
FULL CHROME TANNED
LAMBSKINS**

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 12 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

Are you buying a pig in a poke?



Threads are "a pig in a poke," if you cannot be sure just what characteristics the next pound of thread will give you. And the tubes that give you bad runs, with a lot of breakage and down time, can cost you a mighty high price in the end.

Barbour's threads are spun and twisted right in our own plants. We start with careful selection of the raw cotton or flax and every processing step is controlled, right down to the packaging itself. We take pains with our product so that it will be perfect in your product.

That *controlled production* is the secret of the absolute uniformity of Linen Thread Co., Inc. thread. Every pound you buy will have the same high quality, the same fine working properties as the pound before. That kind of economical dependability is what you want, isn't it?



Diamond

BARBOUR'S THREADS—Sinew • International and Thread Lasting Linen
Threads • Backseam "Closing" Linen • Kantstrand and Pioneer Braided • Nylon •
Red Hand • Littleway • Thread Lasting Cotton • Shurseam • Supertite • Liberty • Gold Medal
• Queen • Castle and Passaic • Ready wound Bobbins for Littleway and Goodyear Stitchers

New Developments

Adhesive Coating Equipment

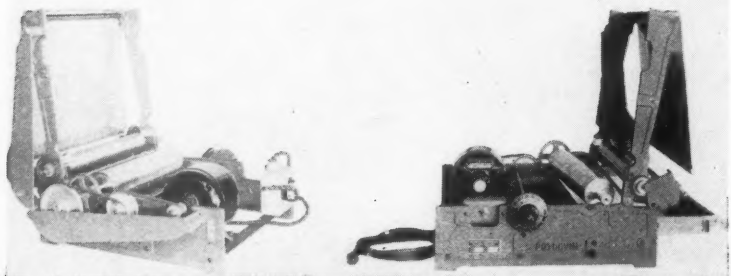
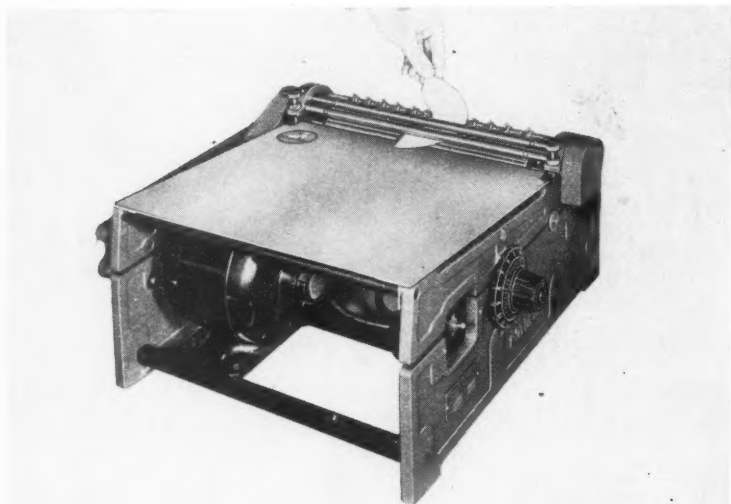
A new line of latex cements for overall precision coating of latex cements and other adhesives to sock linings, outside suede and silk coverings, heel pads, soles, insoles, heel coverings and other shoe parts has recently been designed and is now ready for marketing.

The equipment is adapted to the inherent peculiarities of many of the new latex cements and adhesives used in the manufacture of shoes and shoe parts. This new design features a slow-speed tank roller, of

particular importance if the solution used tends to foam upon agitation. The tank roller is adjustable for speed to suit the solution used.

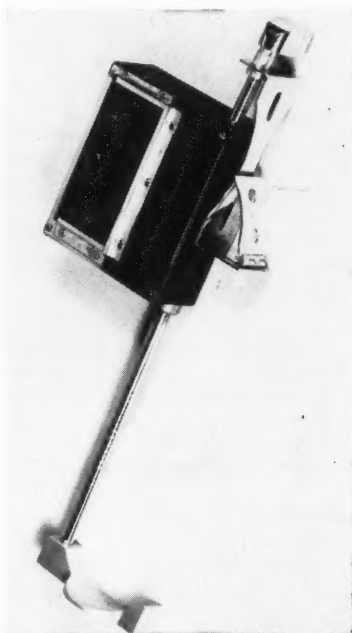
The latex tank and tank roller are easily removed for cleaning. A thermostatically controlled heater is furnished for hot glues. Another feature is a non-clogging regulator to assure the correct amount of coating for all types of work, while a "ductor roller" irons out any lumps that may form. The equipment comes in four sizes.

Source: Potdevin Machine Co., 1285 38th Street, Brooklyn 18, N. Y.



Foot Measurer

A new foot-measuring device establishes the size of the required shoe, and electrically records this size on a lighted panel in plain view of the customer. Called the Acro-Meter-Sizer, it weighs about two pounds, with dimensions of 5x4½x1½ inches. It is calibrated on standard last measurements.



This instrument is used just like the standard foot-measuring stick. However, the "psychological" advantage here is that the customer can read the size plainly on the panel and does not feel that "shoe size tricks" may be played on her.

The foot is placed in the device, in the same way as with the size stick, to obtain length measurement with the sliding arm. A knob is then flicked with the finger and the size instantly lights on the panel.

The inventor was formerly men's shoe buyer for Maurice L. Rothschild & Co., Chicago, has been in shoe business 25 years.

Source: A. Maurice Smith, Chicago (may be contacted through Chicago office of *Leather and Shoes*).

Skiving Machine

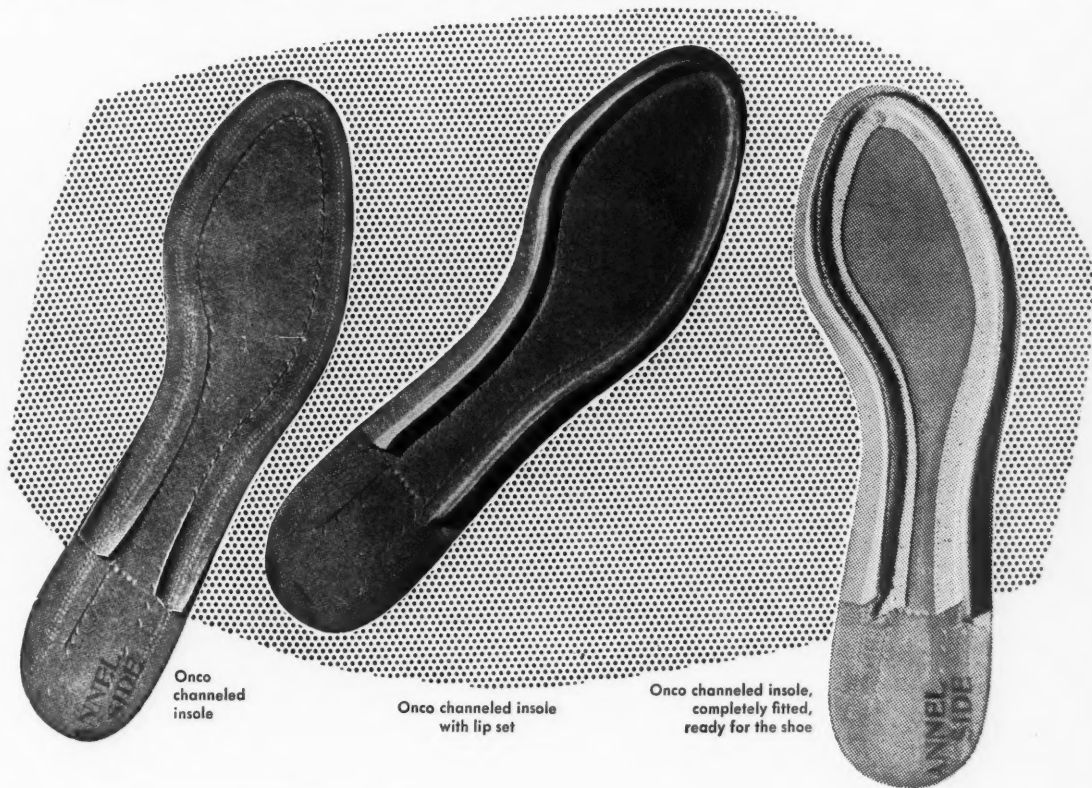
A new band knife splitting machine assures efficient and accurate performance, according to the manufacturer. The splitter has a 12-inch-wide splitting surface for splitting or leveling leathers of finest kid to

(Concluded on Page 35)

LEATHER and SHOES—March 18, 1950

more profit but no more work!

ONCO Insole-ated Welt Insole for Goodyear Welt Construction or Cemented Rib Process Means More Sales . . . More Profits for You



Look into it — and you'll find

Perfect uniformity of iron caliper. Uniform flexibility. Every fitted insole is identical.

Exceptional strength of channeled rib—for accuracy and permanence of throw on dimensions.

Insole rib is extra-firm, for better side lasting and inseam sewing operations.

Uniformity and improvement of foot surface appearance—high scuff resistance for the life of the shoe.

Will not crack, harden or be affected by foot perspiration.

Moulds and conforms perfectly to the shape of the foot as soon as the shoe is worn, because of Onco Comfort Depth.



Your standard Goodyear equipment channels

and fits this revolutionary new Onco Insole . . . enables you to make better, more profitable shoes without adding a single shoemaking operation! Actually, costs are lowered!

And shoes made with this new Onco Insole are packed with sales appeal . . . give deep-down, "old shoe" comfort and flexibility next to the foot without even breaking in! Customers, literally, "walk on air" . . . a full layer of air-celled resiliency that puts new spring and zip into the step.

Put your best foot forward in the profit parade. Always specify Onco. There's nothing better than the best!

BROWN COMPANY, 500 Fifth Avenue, New York 18

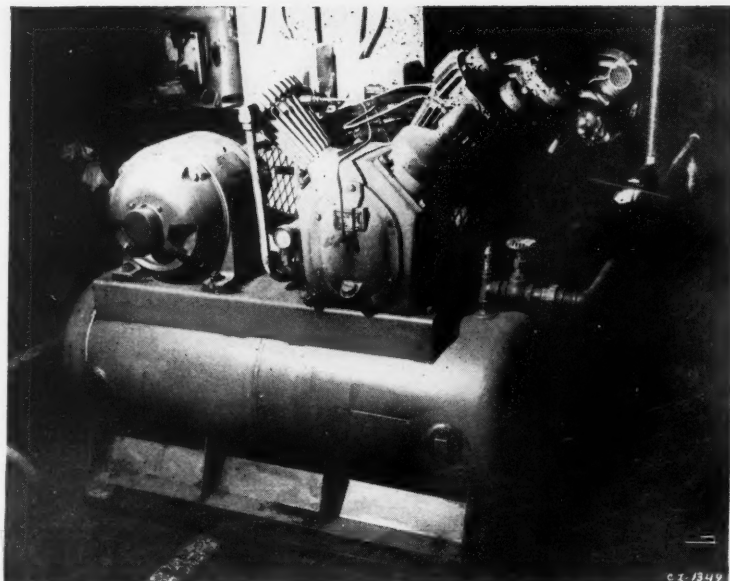
Compressed Air . . .

(Concluded from Page 21)

the pressure is reduced to around 80 pounds. The pressure varies somewhat, depending upon the type of cement being sprayed. The pressure at the air-operated presses varies from 80 to 110 pounds per square inch, the pressure being regulated according to the nature of the work.

Joyce's labor relations are such that it has never had a work stoppage in the history of its business. The company also is concerned about any falling off in production due to equipment or power failures. To illustrate this insofar as its compressed air system is involved, it will be noted that the company has three small compressors rather than one large unit. In this way, operations can continue without interruption if one compressor is down for maintenance or overhaul, which would be impossible if the entire capacity was from a single unit.

Production economies coupled with aggressive selling of "high style and color" has paid off for this



This air compressor of 43.5 cubic feet per minute capacity is the principal source of power for the many air-operated presses, air spray guns and other equipment used.

depression-born business started in 1930 with borrowed capital of \$250. Domestic sales currently are running

at the rate of \$10 million gross and foreign subsidiaries will sell as much more.

The "natural" lining
for Shoes

"Nu Calf"
Natural Sheepskins

REG. U. S. PAT. OFF.

GILBERT & CO., Inc.

"SINCE 1905"

Main Office and Tannery: Westboro, Mass.
Boston Office: 120 South St.

Agents
JOSEPH S. SALOMON & CO., N. Y.
GEO. H. CURTIS CO., ST. LOUIS
WALTER SCHAFSTALL,
CINCINNATI

ARKOTAN

Reg. U. S. Pat. Off.

A Universal Syntan

An all purpose syntan made in types suitable for vegetable, chrome, alum and formaldehyde tannages. Imparts a fine silky grain to the leather with increased roundness and improved tensile strength. An excellent mordant for dyeing calf and glove leather—produces an even color. A perfect pretannage for shearlings and all types of white leather.

Samples and Demonstrations Upon Request.

*ARKANUM:—For efficient bating.

*TETRANOL:—A highly efficient wetting agent.

*Reg. U. S. Pat. Off.

ARKANSAS CO., Inc.

ESTABLISHED OVER 40 YEARS

NEWARK, N. J.

Superior Fill... Superb Lustre...

SUPERFIL

United's New Heel and Edge Stain



USMC announces SUPERFIL STAIN for heels and edges — a new edge finishing material in all popular shades with the finest fill and lustre ever available.

Made from a new formula and by a completely new method, SUPERFIL combines more plus advantages than other edge inks. It's easily applied by machine or hand. A high solid content leaves a well filled foundation for easy setting. Drying time is quick — coverage uniform and spread is economical. SUPERFIL provides a high style finish to all types of heels or edges.

If you haven't yet used SUPERFIL, you owe it to yourself to try this modern finish. You, like the many present users, will be pleased with the appearance of your heels and edges.

Only SUPERFIL Gives All These

- Good mileage — easy application
- Excellent fill
- Uniform color
- Fast drying
- Easy setting
- High lustre
- Flexible — durable
- Machine or hand application
- May be used one-set or two-set over regular fillers (or over a primer as a two coat — one-set operation)
- Thoroughly tested

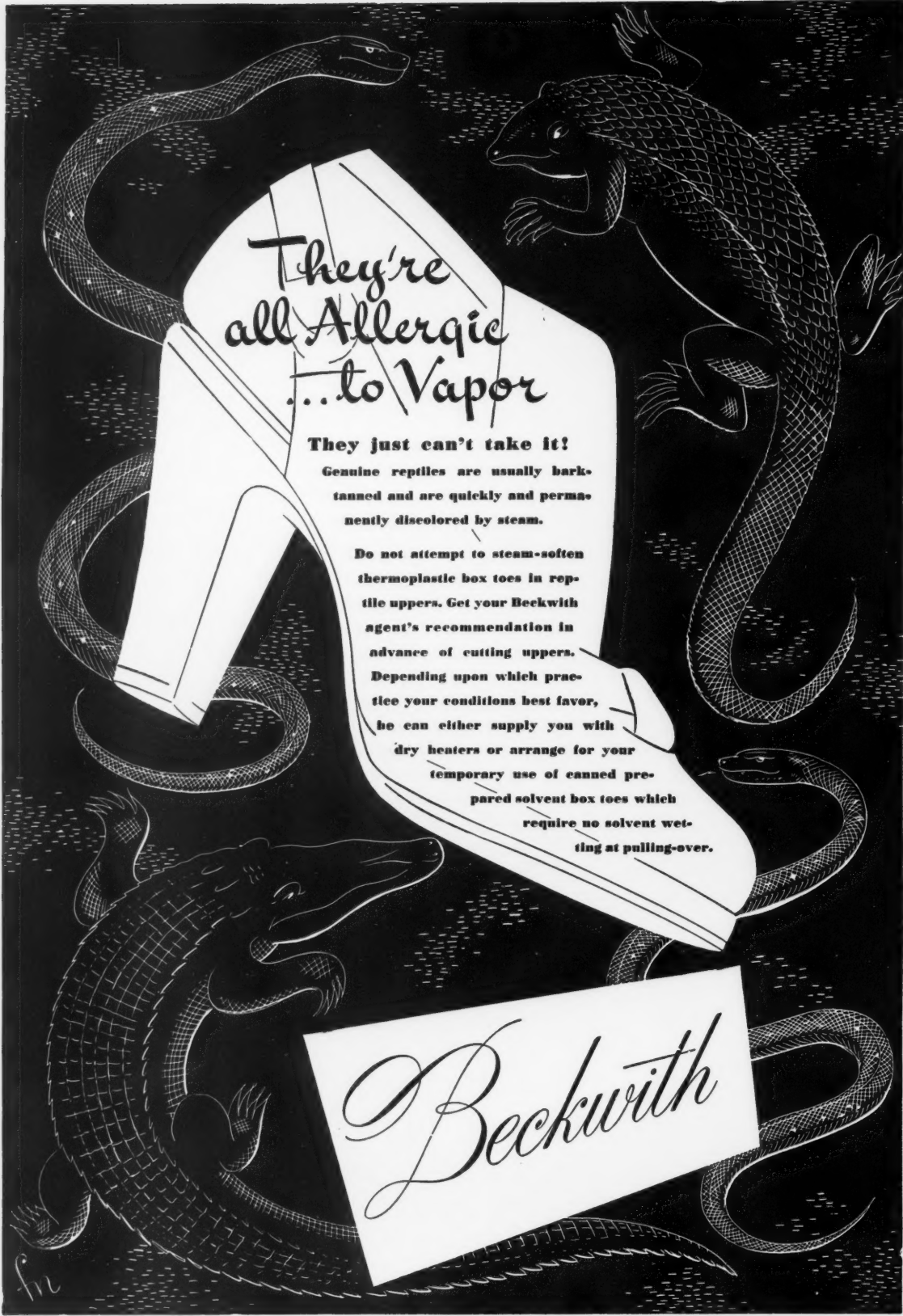
UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

UNITED FINISHES

PRODUCTS
OF

B B CHEMICAL CO.

FINISHES FOR UPPERS
BOTTOMS • HEELS • EDGES



They're all Allergic ...to Vapor

They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

Beckwith

New Developments . . .

(Concluded from Page 30)
heavier weights of cowhides, artificial leathers, cork, rubber, etc.

The machine was designed from



both a labor-saving and space-saving viewpoint. It is only 43 inches long,

30 inches wide, and 51 inches high. It can split 600 pairs of heel covers in an hour, or three to four times the amount of work a skilled operator can do on a conventional skiving machine.

Other outstanding features include a waist-high working table; encased knife for maximum safety, and simple to replace; one-knob adjustments; blower to remove scrap; three varying speeds for feeding work; several pieces can be put through the machine at one time.

The machine is available for immediate delivery.

Source: Fortuna Machine Co., 153 Waverly Place, New York, N. Y.

Patterson . . .

(Concluded from Page 28)

1948 indicates that the potential market will be about 5% smaller than in 1948.

Manufacturers making infants' shoes for the 1 to under 5 age group should find their market enlarged this year by about 6-2/3%. This is because the 3,702,000 group of 1948

will move in, replacing 2,194,000 of last year's 4-year-olds born in 1944.

Next year the increase in the market for infants' shoes cannot fail to be about the same as it is for 1950 because 3,729,000 new customers will replace the 2,735,000 born in 1945, who have become 5 years old.

Assuming that births remain at present levels, there will be a slightly smaller increase of 3 to 4%, in the market for infants' shoes, in 1952, but in 1953 there will be a decrease of slightly more than 1% as the record crop of babies born in 1947 passes beyond the 1 to under 5 age group.

Beyond 1953 changes will depend upon what happens to the birth rate from here on out. People have babies when they can afford them. If we have sustained prosperity it is reasonable to expect our birth rate to keep up. If consumer incomes increase on a per capita basis, at present or at constant prices, I expect the birth rate will show a further increase.

FEATHERS

by *Greenebaum*

VEGELEEN

For the over-all demand for deep-toned, aniline finishes on full-bodied combination tannage, our Vegeleen is acclaimed superior.

J. GREENEBAUM TANNING COMPANY
CHICAGO MILWAUKEE BOSTON

the INSIDE story of all good shoes

GEILICH LEATHER CO., TAUNTON, MASS.

GEILICH

LINING LEATHERS

CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99, DELAWARE

Mr. Businessman!

WHAT WILL THE 1950 CENSUS DO FOR YOUR BUSINESS?

CONSUMER MARKET INFORMATION

The 1950 Census will provide a huge amount of information about the characteristics of the consumer market. It will tell you what kind of income groups live where . . . what they have and what they need in the way of commodities from automobiles to television sets down to plumbing fixtures. The Census is an accurate survey of economic conditions in your market area. It will not only tell you *where* your customers are, but *what they need that you have to sell them!*

It will show where improved transportation and shipping facilities are needed . . . better harbors and waterways . . . stepped-up Public Service.

That is why the 1950 United States Census is vital to your business!

COOPERATION

You know that the Census-Taker is not just "counting heads." He's actually making a survey of existing conditions in industry, business, employment, housing, education. You know census information is as confidential as the vote you cast! Because you know all these things *you'll* cooperate with the Census-Taker in every way when he calls on you.

WHAT ABOUT THE OTHER FELLOW?

But! What about the people who work for you? The man in the shop . . . your own secretary . . . the fellows in the shipping room. Do they know all this about the Census? Chances are some of them do, so the idea is to get the right information across to those who don't!

WHAT'S THE BEST WAY?

If it's possible, call everyone together and talk about it . . . ask questions . . . exchange ideas. If your outfit is

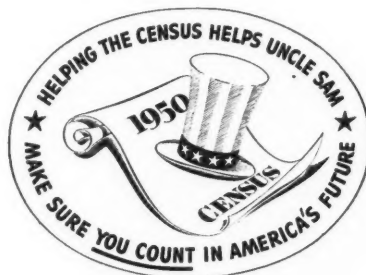
too big for that, direct a Census information memorandum to all your employees. Post information on the bulletin boards. Run a Census story in the company house organ. Talk about it. *Every way you can . . . get the people who work for you to cooperate with the Census.*

WHAT DOES THE 1950 CENSUS MEAN TO YOUR EMPLOYEES?

Better schools . . . school buses . . . school lunches. It means finer roads, bridges and highways . . . increased transportation facilities . . . improved safety regulations. It creates more efficient Public Service and furthers adequate distribution of utility services such as telephones, gas, water and electric power. It will help your community plan better parks, playgrounds, recreation areas and housing. It will mean higher living standards and accurate congressional representation. The Census is *everybody's voice in America's future!*

YOU OWE IT TO YOURSELF . . .

Mister Businessman . . . to your business and your community! Put your efforts behind the 1950 United States Census for an even better country to live in . . . the *best* country to do business in!



Like other American business firms, we believe that business has a responsibility to contribute to the public welfare. This advertisement is therefore sponsored by

LEATHER AND SHOES

Leather MARKETS

Market not too active this week although lightweight calf and glazed kid move well at strong prices. Sheep leathers continue in demand. Splits, sides only fair.

New York Markets

Upper Leather: Most tanner representatives report the week a slow one. Many did little business at the Leather Show last week and report buyers were looking but many of them did not even bother to ask prices. One reported he sold a half million feet at last year's show and moved hardly a foot at this one. Others did some business at the Show but said it was average and business they would have had if there wasn't a Show.

There was plenty of talk at the Show about interest in the glove tannage upper leather. This seems to be confined to New England.

Prices firm in New York with large spread side upper elk quoted 45-46c and down for most good tannages. Buyers still price conscious and many of them still looking for low grade leather at cheap prices, mostly in the lower 30's. Better interest reported in women's weight calf both grain and suede. Lists start at \$1.00-1.05 and down but volume business is reported in the eighties and lower nineties. Tanners at the Leather Show report they found a lot of interest in calf and those who displayed both calf and

kid leather reported more interest in the calf than the kid. Not so long ago it was the reverse.

Sole Leather: Interest reported in the light end of sole leather but heavy leather continues to drag. Medium weight bends selling 55-57c and light weights up to 65c while the heavies are at 52c and down for less-known tannages. Bellies continue in very good demand with cows and steers of medium and light weights selling 44-45c while the heavier runs are priced at less money.

Single light shoulders also doing well with prices at 50c to 51c. Here, too, the heavier weights are slow. Double rough shoulders remain at 65c for tannery run with up to 70c paid on men's waist belt runs. A good demand reported on shanks, with the hind shanks selling at 34c and fore shanks at 31-32c. Cut soles sell well if they are light and the price low.

Sole Leathers

"A highly disappointing market," according to one Boston sole leather tanner. Tanners who looked for sales spurt this time of year find no evidence of one. Most say the outstanding thing about buyers is their strong emphasis upon price regardless of quality. Curiously enough, this does not hold true in upper leathers today. Continued competition from synthetic soles keeps shoe manufacturers price

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	93-1.09	90-1.06	95-1.10	95-1.15
CALF (Women's)	80-1.02	85-1.06	85-1.05	90-1.10
CALF SUEDE	1.10-1.20	1.10-1.20	1.05-1.25	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	55-80	70-1.00
KID SUEDE	70-88	70-88	50-75	70-90
PATENT (Extreme)	48-56	48-56	48-56	56-66
SHEEP (Russet Linings)	18-23	18-23	18-20	19-23
KIPS (Corrected)	57-61	57-61	50-55	57-61
EXTREMES (Corrected)	45-53	45-53	45-51	48-53
WORK ELK (Corrected)	44-54	44-54	44-48	52-56
SOLE (Light Bends)	64-66	64-66	58-61	68-72
BELLIES	40-44	42-45	32-35	44-48
SHOULDERS (Dble. Rgh.)	64-68	64-68	50-55	64-72
SPLITS (Lt. Suede)	36-41	36-41	38-44	39-44
SPLITS (Finished Linings)	20-23	20-23	21-23	22-24
SPLITS (Gussets)	17-20	17-20	18-19	19-20
WELTING (1/2 x 1/8)	9	9	8	9 1/2-10
LIGHT NATIVE COWS	22 1/2-26	23-24 1/2	23 1/2-24	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

RELAX FELLA!



TIOGA OAK

SOLE LEATHER

Will fill the...

TOUGHEST BILL

You know there's no substitute for genuine leather! We know that genuine TIOGA Oak sole leather will fill your most exacting needs!



CUT STOCK
BENDS
BACKS
BELLIES
SHOULDERS

EBERLE

TANNING CO.
Westfield, Penna.

conscious. As one tanner put it: "The first thing a buyer asks about is prices. After that, if he's interested, he may ask about wearing qualities, etc." Light bends, of course, continue to sell well but these are limited. Bends up to 9 irons in demand; above this, sales drop sharply. Prices quoted are merely nominal.

Light Bends: 64-66c
Medium Bends: 52-57c
Heavy Bends: 50-53c

Sole Leather Offal

Sole leather offal market in Boston continues moderately active. However, the peak has been reached here and tanners are more willing to make concessions. Prices are generally softer and, where demand has fallen off appreciably, they are several cents lower. Fairly tight rawstock situation prevents too sharp a drop. Bellies, both cow and steer, still most active of offal types. Prices generally tops at 44c. Some tanners ask up to 45c but no sales reported here. Single shoulders with heads on bring up to 50c for lights; about 43c for heavies. Double rough shoulders easier this week with tanners finding it difficult to hold prices at previous levels. Definite downward trend noted here. Heads and shanks only fair.

Bellies: Steers: 40-44c; Cows: 40-44c
Single shoulders, heads on: Light, 46-51c; Heavy, 40-43c
Double rough shoulders: 64-68c
Heads: 21-25c
Fore shanks: 31-34c
Hind shanks: 34-36c

Calf Leathers

Boston calf leather tanners report market now almost completely reversed from recent months. Swing toward heavier weights even more pronounced this week as shoe manufacturers pay less attention to light weight leathers. Many women's shoe manufacturers now want heavy leathers for women's unlined shoes. Rising demand plus tight rawstock market firms prices immediately. Some tanners report advances of 1-3c on various grades of heavyweight calf. On the other hand, more concessions made on women's weights as demand falls. Most tanners report price adjustments made this

week. Suede moderate with seasonal pickup expected shortly.

Men's weights: B 93-1.09; C 88-1.03; D 78-97; X 73-87; XX 69c.

Women's weights: B 89-1.02; C 83-93; D 76-88; X 66-82; XX 51-66c.

Suede: 1.10-1.20; 1.03-1.10; 90-93c.

Kid Leathers

Kid leather tanners report business a bit slow. This was expected after Leather Show and tanners expect a pick-up immediately. Tanners found good business at the show.

So far suede for Fall ordered in black, dark blue, maroon, gray and brown. Nothing new or startling shown in suedes. No new colors expected to take hold in a big way. White suede finishing up the season now. On the whole, the season wasn't too good. Prices on suede are as quoted last week.

There had been a lot of talk of colored glazed shoes for Fall. However, although it is a little early to tell, it would appear that glazed will do best in black and browns. These are the only orders received so far in any quantity. Prices are unchanged.

Linings reported as selling in fair quantity on a 39c to 45c range. However, these are orders received for delivery in a few weeks. Slipper leather reported as selling best to cowboy boot men although there is some business for men's slippers, mainly in brown. Prices start from as low as 30c and go all the way up to 63c. Last price considered a bit too high by some tanners—but quoted by others. Nothing at all reported in satins or crushed.

Suede: 35c-93c
Linings: 26c-60c
Slipper: 30c-63c
Glazed: 30c-\$1.05; \$1.10
Satins: 50c-\$1.10
Crushed: 35c-65c

Sheep Leathers

Sheep leathers continue in good demand. Tanners able to hold to quoted prices as buyers show good interest in russet linings. Boot linings bring up to 23c for best selections with best business done at 16-20c. Shoe linings active at 19-20c. In lower grades a 10c and below where supply is limited, novelty and export trade keeps tanners active. Most tanners sold out for weeks

ahead. Chrome linings business picks up with prices steady. Not much business in hat sweat and garment grains and suede.

Russet linings: 23, 21, 19, 17, 13, 11c

Colored vegetable linings: 22, 20, 18, 16, 14c.

Hat sweat: 26, 24, 22, 20c

Chrome linings: 26, 24, 22c

Garment grains: 26, 24, 22, 20c

Garment suede: 27, 25, 23, 21c

Side Leathers

Boston side leather market shows signs of clarifying after Leather Show. If buying this week means anything, shoe manufacturers are beginning run on lighter weight aniline types. Although fair sales reported in heavy aniline types, 3-4 oz. leather comes in for heavy sampling with manufacturers showing more interest than in past two years. In dress elk, there is a pronounced tendency toward very light, almost invisible boarded elk. Heavier types are ignored. Active sampling of Scotch grains points to good sales year.

Heavy Aniline Extremes: B 53-56; C 51-54; 45-47c

Corrected Kips: B 53-61; C 51-59; D 49-57, X 43-50c

Corrected Extremes: 45-53; 43-49; 41-47; 38-44c

Corrected Large: 40-45; 38-42; 36-40; 33-37c

Work Elk: 44-54; 42-46; 40-44; 38-42c

Splits

Boston split tanners continue to find buyers disinterested. Not only have sales dropped off but sampling generally inactive. Some interest shown in heavy splits. Fortunately for tanners, demand for lighter side leathers at present allows splits tanners to fill orders for heavier splits. Light splits find little buyer interest. Suede still slow. Average prices are listed as follows:

Light suede: 36-41; 34-39; 32-36c

Heavy suede: 43-46; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 18-20; 20-22; 22-23c

Gussets: 17-20c

Blue splits: Heavy, 14-15c; Light, 12½-13½c

Pickled: Heavy, 13½-14c; Light, 12-12½c



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THIELE TANNING COMPANY

Bag, Case and Strap

True to predictions, the heretofore good demand for bag, case and strap leathers has commenced to ease up slightly. Tanners apparently reached their selling peak about the latter part of Feb. and during the first 10 to 12 days in March.

Orders still being received at a fair rate, but slower compared with a week ago. List prices on leathers remain unchanged and firm, reflecting the continued strength in the cattle hide market.

2 ounce case	44, 41, 38c
2½ ounce case	47, 44, 41c
3½ ounce strap	55, 52, 49c
4 ounce strap	58, 55, 52c
5 ounce strap	62, 59, 56c

Garment Leathers

There is every indication for tanners to do a great deal more business in sheep leathers for the garment industry if it were not for the extremely high prices tanners are forced to ask for their materials. The raw stock markets show no letup in their price tone, and, consequently, tanners must maintain their strong levels for their profit-margin basis.

Garment manufacturers generally showing a good demand for most selections, and, in some cases, obtaining materials at the going levels or managing to acquire leathers at slight reductions when tanners are literally forced to take slight recessions in order to move inventory.

In the horsehide leather market, prices are firm across the board. Tanners report that leather is still relatively scarce due to the short supply of raw materials, and that business otherwise is maintaining a satisfactory pace.

Suede garment	27, 26, 25c
Grain garment	29, 27, 25c
High colored grain garment	2c premium
Average Horsehide leather	36c
Very best up to	39-40c

Glove Leathers

The glove industry reports that, up to date, Fall orders have been disappointing. It looks as though buyers will follow last year's pattern and place orders sometime in June.

Some business stirring in men's lines. Deerskin in favor and the available supply is quickly bought up. Pigskins fair. The top three grades are offered at about 75c per foot and have a ready sale. Some interest shown in high color suedes but only sample lines being bought. Imported suedes sell from 60 to 80c per foot for the better grades. Men's grey suedes active. A good table-run brings 35c. Low ends offered around 20c with no takers.

Strength in raw stocks point the way to an increase in the price of cabretta and cape leathers but no action has been taken as yet.

Work Gloves

No changes noted, at least from a price standpoint. Most Midwestern tanners report business on a moderate scale, with bookings maintaining a

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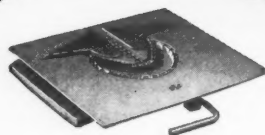
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steady rate. The larger glove manufacturers continue to dominate most of the buying, while smaller manufacturers choose to purchase leathers when needed.

Cow bellies, averaging 40 to 45 feet, sell at 24c, with 50 to 55 average feet bringing 26c. Horse shanks, while slow moving, are firm at 21c per dozen for 40 to 45 average foot, while 50 to 55 average foot is quoted at 25c.

More and more difficult to quote any established levels for shoulder splits. Some tanners continue to quote 50c in No. 1's, 40c on 2's and 25c on 3's, while other tanners prefer to combine No. 1's and 2's and sell at another price, while even others may produce only No. 1's and are successful in obtaining higher money.

Horse Shanks, 40-45 avg. ft. per doz. 21c

Horse Shanks, 50-55 avg. ft. per doz. 25c

Cow Bellies, 40-45 avg. ft. per doz. 24c

Cow Bellies, 50-55 avg. ft. per doz. 26c

Shoulder Splits, per pound:

No. 1's 50c

No. 2's 40c

No. 3's 25c

Glove Splits (No. 1, 2 & 3 grades):

Heavy-medium 21-20-19c

Medium 20-19-18c

Light-medium 19-18-17c

Light 18-17-16c

Welting

New business reported moderate to poor. Prices barely hold their own. Some sales reported at quarter to half cent less than quotations. Interest in specialty welting not so great but makers point to between season general slowing up of shoe production as reason, claim most fall lines will carry plentiful array of specialty welting shoes. Synthetic welting gets good call from makers of lower priced welts, stitchdown, etc.

Belting Leathers

Belting leather tanners feel a slight improvement in business over last week. There is nothing selling especially well. However, demand for lights continues active. Some tanners have increased their prices 1c in some weights of rough bend butts. On the whole prices remain just about what they have been for the past few weeks.

Tanners who have made no price adjustments so far are thinking about increasing their list prices. They say the hide market has strengthened in the past week, and with hide prices up tanners may be forced to increase their prices.

There is fairly good business in shoulders. This is particularly good for welting, but there are some sales made to waist belting men. Prices here also remain unchanged but adjustments are being considered.

Curriers report no change in business since last week. The strike settlement has not had any particularly good effect on business, to date. One currier pointed out that it takes a while to get going after a setback. However, it is felt that the

entire blame for bad business should not have rested on the strikes. Other factors may have helped contribute to the situation and just what will happen remains to be seen in the next few weeks. Although some rough leather tanners raised prices in a few weights in bend butts—not more than 1c in any case—curriers are not making any further price adjustments at this time. Nothing new reported in shoulders.

AVERAGE BELTING PRICES

No. 1 Ex. heavy	96c
No. 1 Ex. light	98c
No. 2 Ex. heavy	92c
No. 2 Ex. light	94c
No. 3 Ex. heavy	88c
No. 3 Ex. light	90c

RANGE OF CURRIED PRICES

Curried Belting	Best Selec.	2nd	3rd
Bend Butts	1.14-1.33	1.10-1.30	1.02-1.15
Centers 12"	1.48-1.64	1.38-1.60	1.16-1.31
Centers 24"	1.90-1.62	1.34-1.58	1.15-1.30
Centers 28"-30"	1.33-1.57	1.28-1.54	1.10-1.30
Wide Sides	1.07-1.30	1.03-1.26	.98-1.08
Narrow Sides	1.02-1.13	.98-1.09	.93-1.04

(Premiums to be added: X-light plus 12-13c; light plus 5-13c; X-heavy plus 8-10c.)

TANNING Materials

Trading in Raw Tanning Materials going along at an even keel without any new developments. Tanning Extracts quotations unchanged and purchases generally limited to prompt delivery. Buying interest steady in Tanning Oils and prices firm.

Raw Tanning Materials

Divl Divl, shipment, bags	\$70.00
Wattle bark, ton	\$85.00 for "Fair Average" and \$62.00 for "Merchantable"
Sumac, 28% leaf	\$72.00
30% leaf	\$75.00
Myrobalans, J. 1s.	\$52.00-\$53.00
(Crushed \$75.00) J. 2s	\$48.75
Valonia Cups, 30-32% guaranteed	\$52.00
Valonia Beards	\$78.00
Mangrove Bark, So. Am.	\$63.00-\$64.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	3.70
Barrels c.l.	4.38
Barrels, l.c.l.	4.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	9.60
Bags, l.c.l.	10.30
Bags, less than 100 pounds	15.00
Cutch, solid Borneo, 55% tannin, plus duty	.07
Gambier Extract, 25% tannin, bbls.	.09 1/4
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525
Rbls., c.l.	.05 1/4
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-6 3/4, tks.	.06 1/4
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	8 5/16
Solid, clar., basis 64% tannin, c.l.	.09
Liquid, basis 35% tannin, bbls.	.08
Ground extract	.16 1/4
Powdered super spruce, bags, c.l.	.05 1/4
.05 1/4; l.c.l.	.05 1/4
Spruce extract, tks. f.o.b. works	.01 1/4
Wattle bark, extract, solid	.06 1/4

Tanners' Oils

Cod oil, Nfd., drums	.80
Castor oil No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.17
Cod. sulphonated, pure 25% moisture	.11 1/4-.11 1/2



Now It's Official

... Mayor Joseph M. Darst signs proclamation designating week of April 23-29 as "St. Louis Shoe Week." Event will be held concurrently with St. Louis Shoe Manufacturers Fall Showing at Hotels Statler and Jefferson, April 23-27. Watching official signing are (left to right): Gene Rison, member of publicity committee of Fourth Annual Fall Showing; Raymond Kohn, general chairman; and Arthur H. Gale, Association secretary.

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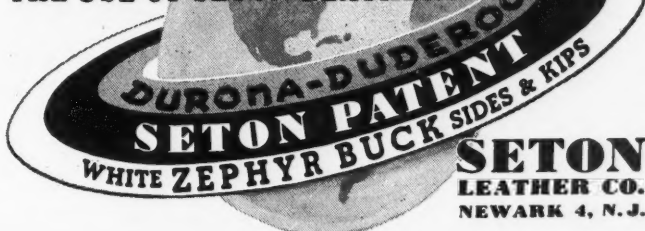
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Spilt oil09-.10
Sulphonated sperm, 25% water15
Petroleum Oils, 200 seconds visc. tks., f.o.b.11 1/2
Petroleum Oils, 150 seconds visc. tks., f.o.b.13
Petroleum Oils, 100 seconds visc. tks., f.o.b.11

SPOT News

Ohio

• **Texileather Corp.**, Toledo, reports that Feb. sales topped any month in the 40-year history of the firm. The previous Jan. had also set a new record, broken only by the succeeding month.

Tennessee

• All 19 directors of **General Shoe Corp.** were reelected at a meeting of stockholders. Henry W. Boyd, Jr., president, predicted a good year in 1950 for the company, based on increased operating efficiency.

Wisconsin

• Burglars forced their way into a rear window of the **Seidel-Thiele Tannery, Inc.**, Milwaukee, then carried off a 300-pound safe. It was later found, opened. Company officials said it contained nothing of importance.

California

• Maurice Mandel won an injunction forbidding Morris Mandel use of the name "**Mandel's of California**" in marketing shoes for women. Maurice said he'd been in the women's shoe business in Los Angeles since 1921, and contended that Morris had usurped the trade name.

Charge France . . .

(Concluded from Page 10)

Paris be requested to put that question himself to the French foreign office.

I am thoroughly sympathetic to the Marshall Plan. But if France needs the *luxury* calfskins more than it needs our dollars, therefore, it would indicate that the objectives of the Marshall Plan have been realized and that further Marshall aid becomes a stultifying dote to the great French people and an unnecessary tax burden to our own."

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LEATHER and SHOES—March 18, 1950

HIDES and SKINS

Big packer market levels off with prices held firm. Rest of market steady but volume not large. Most tanners wait for big packer market to resolve.

Packer Hides

The packer market leveled off this week with the movement of about 50,000 hides. While sellers were firm in their ideas during the early part of the week, they finally agreed to sell at prices that were steady.

Branded cows were sought at 20½c by tanners, but sellers wanted 21c, finally agreeing to sell at 20½c. This was ½c above the last volume business in branded cows, but other lighter points had sold on a 20½c basis earlier this week and late last week. Colorado steers were wanted at 17c, but sellers wanted 17½c for them, finally agreeing to sell steady at 17c. While this represented a ½c decline in the selection based on some small volume trading, it was steady with last volume business. Heavy cows, native steers, extreme light native steers, and light native cows sold steady.

Small Packer Hides

Bids and offerings in this market widespread and little business has resulted. A few lots have moved, mostly in the more desirable medium and light average weights, but business not substantial. Bulk of the offerings have been of the heavier average weight, but tanners want light hides and will not bid on the majority of heavier average offerings.

Price ideas varied. Tanners feel a range of 20 to 21c selected should apply for 48/50 lb. average allweight native steers and cows. However, sellers firmly convinced that the market is at least 21c selected, more in line with 22c selected.

In the heavier hides, 55 lb. average allweight bid around 19c, with 60/61

lb. average getting bids around 18c selected. On the lighter hides, tanners pay up to 23c selected for 45/46 lb. average Midwestern hides. Some 42/43 lb. average hides sold at 25c flat, FOB, with lighter lots, around 39/40 lb. average, quotable up to 26c flat. Offering prices start around 26c flat and run to 28c flat, depending upon the hides. Small packer bulls quotable around 15 to 15½c, depending upon the quality, selected basis.

Packer Calfskins

Packer calf held largely steady on some rather small volume business this week. One seller moved about 6,200 mixed skins, including Albert Lea, Riverpoint and Oklahoma, at prices of 63½ and 61c for heavies and lights respectively from Albert Lea, 61 and 59c respectively for River heavies and lights, and 50c for Southwestern allweights. From all appearances, market on Northern heavy calf, in good demand, is in a range of 61 to 63½c, depending upon the quality, with the lights generally considered at 61c, all FOB. Riverpoint skins are now established at about 61c for heavies and 59c for lights.

In the New York trimmed market, packer production skins are quoted at \$3.75 for 3 to 4's, \$4.50 for 4 to 5's, \$5.20 for 5 to 7's, \$5.80 for 7 to 9's, and \$7.75 for 9 to 12's. About 7,000 big packer regular slunks sold again this week at \$3.50, steady with last business.

Packer Kipskins

Packer kip market was established this week when one packer moved about 3,200 skins on a basis of 46½ to 47c, FOB, depending upon the point of production, for mixed Northern and River skins. Cverweights went at 5c less. Business not large. There is still another offering of big packer skins available, of small vol-

ume, with the seller asking 47½c, only ½c more than what was paid for the other skins. New York trimmed packer kipskins are quiet and quotable at \$8.75 for 12 to 17's and \$9.50 for 17's and up.

Country Hides

Country hides varied. While some tanners feel 48/50 lb. average country allweights are worth about 18 to 18½c flat for trimmed hides, others say 18c is tops, with 17½c figured on the heavier side of the range. However, with reports of very scattered trading in good locker plant production 48 lb. average hides at 19c, the range is more closely defined at 18 to 18½c flat for the average country hide run.

Lighter hides bring more money, up to 19 and 19½c flat quoted on 47/48 lb. average locker hides, and up to 19½c flat on 46/47 lb. average country hides with small percentages of renderers. Some quote 20c flat on 45/46 lb. average Midwestern hides. Some Southwestern lots of 43/44 lb. average quoted up to 21c flat trimmed, depending upon quality.

Heavier hides quoted at various prices. Some 55 lb. average hides worth no more than 17c flat. Heavier lots, around 58/60 lbs., are quotable around 16c flat by most people. The market on country bulls is around 12c, depending upon quality. Glue hides are figured around 14 to 14½c.

Horsehides

Good demand for horsehides, but tanners continue to hold the line

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	19 -24	19 -24	19 -22	18%
Ex. light native steers	28	27½-28	26	28%
Light native cows	24½-26	24 -25½	23 -24½	23½-24
Heavy native cows	20½-22	20½-22	18½-20	18½-19
Native bulls	17½	17½	16½	16
Heavy Texas steers	17½N	18N	17½	18½
Light Texas steers	22½	22½	21N	19½
Ex. light Texas steers	25	25	22½N	25
Butt branded steers	17½	18	17½	18½
Colorado steers	17	17½	17	18
Branded cows	20½-21	20N	19	19
Branded bulls	16½	16½	15½	15
Packer calfskins	61 -63½	61N	56 -65%	52½-62½
Chicago city calfskins	40 -42	40	40	35
Packer kipskins	46½-47	45B	42½	39½

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Mar. 16	Close Mar. 9	High For week	Low For week	Net Change
March		21.51B	21.50	21.15	—
June	19.40B	19.51T	19.50	19.00	-11
September	19.04B	18.85B	19.10	18.60	+19
December	18.75B	18.55B	+20
April	22.40B	22.46B	-05
July	22.15B	22.25B	-10
October	21.60B	21.70B	-10
January	21.30B	21.30B	—

Total Sales 139 lots



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firmly on prices. They are willing to go \$10.50 to \$10.75 on good trimmed renderer-slaughter horsehides around 60 lbs. and will pay \$11.00 to \$11.25 on good straight slaughter horsehides around 70 lbs. With slackening demand for garment purposes, not too many tanners bidding on the same hides. Market quotable around \$7.50 to \$7.75 depending upon quality for good No. 1 Northerns, with butts, basis 22 inches and up, figured around \$3.50 to \$3.75, FOB shipping points.

Dry Sheepskins

Shearlings firm and reports state that Argentine butcher shearlings, 1-1 inch, sold for shipment at \$1.83 per piece. Punta Arenas butcher shearlings, 1-1 inch, held at 44c and 1-1½ inch at 43c with negotiations pending and business expected to materialize. Cape shearlings, 1-1 inch, said to have sold at 30 pence, c&f, while 1-1½ inch, held at 33½ pence. Due to the strike, business has slowed up in Montevideo shearlings.

Wool sheep markets also firm and reports state that the Punta Arenas frigorifico production of shearlings, lambskins and sheepskins well cleaned up, some go to England and others absorbed by local tanners. Relatively few skins coming here as American pullers ideas lower than what the other buyers are willing to pay. Sellers now well sold up and stocks are fairly exhausted. Shearlings and sheepskins sold at a price equal to 44 1/3c and the lambskins 1-1/2c higher, per lb., c&f. At the Sydney, Australia, auction of March 10th, 40,000 sheepskins sold, merinos and comebacks unchanged to one pence lower, Australian currency; all others irregular. Cape coarse wool, long primes, offered at 21 pence and long seconds at 20 pence, too high for this market.

Due to price differences, few offers of Papra slats. Some business going on with Europe at \$6.50 for 900-lbs.

Hair sheep markets firm with asking prices for shipment high. About 12,000 spot Addis-abbaba country butcher skins, 150-lbs., sold at \$6.25 while spot lots of slaughterers held at \$11.75-12.50 as against buyers

ideas of \$11.50-12, as to lots. Asking prices for shipment considerably higher and holders unwilling to accept the bid levels.

Shade Dried Mombasas last sold at \$5.25 c&f. Brazil cabrettas steady; sales have been passing at \$15 c&f. Offers small and firmly held. Some Cape Persians sold to U. S. buyers at 145 shillings with number twos and mediums at 20% less. Regular Cape Town gloves firmly held at 150-155 shillings and even higher with shippers stating that Europe operating and meeting their prices.

Reptiles

Selling quarters report fairly good business at Leather Show but raw stock buying has been slow to develop because of advances asked by shippers. Reports from the Argentine state conditions unchanged. Still difficult to obtain licenses as local industry and dealers bringing pressure to bear to keep supplies for home consumption. Brazil market very tight as shippers have difficulty in fulfilling their previous commitments. A bid of 55c fob. for back cut tejus, 20/60/20 and including 10% No. 2s refused. Europe said to be bidding 92½c fob. for giboias.

India market has firmed up. Shippers have relatively few skins with new arrivals not expected much before April-May. Madras bark tanned whip snakes, 4 inches up, averaging 4½ inches, 70/30 selection, salable at 90c but sellers ask from 93c up. About 5,000 United Province whips, same sizes but 60/40 selection, sold at 82c, while Calcuttas held at 77½c. Similar cobras 70/30 available at 73c and buyers ideas 70c last bid, while 80/20 selection held at 75c.

More interest developing in lizards with reports that England has been paying 40c for Calcutta oval skins. 40/40/20, 90/10 selection and 51c for Bengals, 10 inches up, averaging 11 inches. There is a good demand for spot ovals but due to small supplies, some business was consummated for shipment at 38c. Small quantities of Bengals for shipment offered at 60c for 11 inches up, averaging 12 inches and 76c for 19 inches up, averaging 13 inches. 70/30 selection.

Siam market steady on aers with

supers said to have sold at 30c while regular 8 inches up held at 29c and bids of 28c made for immediate shipment and 26-28½c for delayed delivery. Chouyres have slowed up and available at 52c for 8 inches and up. Not many ring lizards offered, season expected to open up April-May. A couple thousand said to have sold at \$1.07. Crocodiles selling at \$1.00-1.05 an inch, bulk at the outside. Calcutta, alum tanned, water snakes, 3 inches up, averaging 3½ inches, 70/30 selection, held at 13c.

Feb. Shoe Chain Sales Off

Sales of three major shoe chains during Feb. fell 3.5 percent from the same period a year ago or from a total of \$10,217,000 to \$9,855,000. Total sales for the first two months of the year were \$18,870,000, a drop of 6.8 percent from the \$20,237,000 reported in the corresponding months last year.

Despite the decline in dollar sales in this period, pairage sales must have compared favorably with last year since average values per pair are lower today, according to the Tanners Council. Sales during this period were affected by the prolonged coal strike. Following are comparative sales figures:

	February		%
(\$1,000)	1950	1949	Change
Edison	\$4,190	\$4,479	-6.4
Melville	3,965	3,988	-0.6
Kinney	1,700	1,750	-2.8
Total	\$9,855	\$10,217	-3.5

"An Introduction To Shoemaking"

The Shoe & Leather News, London, England trade magazine, has announced publication of a new book, "An Introduction to Shoemaking." Written by J. V. A. Long, F.B.S.I., the book first appeared in weekly instalments over a period of several years in The Shoe & Leather News, and is written as a comprehensive guide in shoe manufacturing.

LEATHER

YESTERDAY—TODAY—
ALWAYS!

DEERMAABATE

COMPOUNDS AND LIQUID EXTRACTS

AMERICAN EXTRACT CO.

PORT-
ALLEGANY, PA.

FINANCE

Allied Chemical & Dye Corp.

Allied Chemical & Dye Corp., third largest chemical producer in the world, reports a new record net profit of \$37,150,977, equal to \$16.87 per share, for the year ended Dec. 31, 1949. This compares with net profit of \$31,771,204 equal to \$14.35 per share in the previous year. Sales for the year declined to \$363 million, a drop of six percent from the \$387 million reported a year ago.

Gain in profit was attributed to the fact that special reserves for accelerated depreciation and inventories were \$4,520,000 last year against \$9,507,000 the year before.

Current assets were reported as \$161,036,775 and current liabilities as \$42,041,716 as against assets of \$160,286,668 and liabilities of \$42,712,526 in the preceding year.

Compo Shoe Machinery Corp.

Compo Shoe Machinery Corp., Boston, reports net profit of \$370,956 equal to \$1.20 per share for the year ended Dec. 31, 1949. This compares to net profit of \$312,319 equal to \$1.01 per share in the previous year. Sales and income from leased machinery amounted to \$3,382,969 as compared to \$3,407,862 in 1948.

Current assets were listed at \$1,534,508 and current liabilities at \$547,202 with working capital at \$987,266. This compares with current assets of \$1,407,780, current liabilities \$528,956 and working capital of \$878,824 in 1948.

In a letter to stockholders, Paul H. Mason, president, said that production of shoes on Compo machinery has increased approximately four percent over 1948. The increase was due mainly to new business and growing use of two new machines, the rotary sole attacher and wood heel screw inserter, both introduced in 1948. Foreign business was reported as "favorable."

Rohm & Haas Co.

Rohm & Haas Co., Philadelphia, in a preliminary report for the year ended Dec. 31, 1949, lists sales at \$62,423,000 and net profit at \$5,116,000 equal to \$6.09 per share. This compares with sales of \$62,419,000 and net profit of \$4,290,000 equal to \$5.25 per share in the previous year.

(More Finance on Page 16)

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues
By-Products—Wastes

CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St. Chicago 6

Special Notices

TANNERY — specializing in the contract tanning and finishing of skivers, sheep and goat leathers — is now in a position to take on additional work.

Address C-12,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Leather For Sale

15,000 ft. black Lamb Suede and Antelopes for handbags
12,000 ft. Black Suede Splits 2-3 ounces
100,000 ft. brown and wine Sheepskins, smooth and Pigtex for novelties at 5c per ft.

Address Z-25, Leather & Shoes,
20 Vesey St., New York

Agent Wanted

IMPORTANT ITALIAN MANUFACTURER of machinery for tanners is seeking an agent in the United States. Write to

S. A. Luigi Rizzi & Co.,
Modena, Italy.

For Sale

STEHLING 6 Ft. Continuous Feed Wringer, good operating condition. For further information, write to

Calnap Tanning Company
Post Office Box 82,
Napa, California

Situations Wanted

Tanner

TANNER with 28 years' experience desires change of location. Able tanner of deer, pig, goat, sheep or horse; domestic or imported from raw to finish in suede or grain for garment or glove leather. Willing to run samples to show workmanship. Address C-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Superintendent & Tanner

SITUATION WANTED: Superintendent and Tanner of side leathers. ELK, SMOOTH, RETAN, WATERPROOF, LATIGO, MOCCASIN, SPORTING GOODS, CALIFORNIA SOFT PLAYSHOE, HANDBAG, GLOVE ELK, MECHANICAL, AND HYDRAULIC LEATHERS. Now employed, married, and family, technical education, age 44. Address C-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

POSITION WANTED BY TANNER. Young man thoroughly experienced on calf, upper leathers, sole and sheep. Has European and Canadian experience in superintending tanneries. Wants to connect with progressive tannery in a supervisory capacity. Address C-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Kid (calf) Suede

PRODUCTION MAN, technician, tanner, suede finisher, college education, Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab. data, skin histology. Can get along with the help, keep cost economical. Has good record of saleable leather; can start subject from scratch or supervise existing manufacture. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

CHEMICALLY TRAINED tanner from Latvia, Dr. chem. Darmstadt, seven years practical experience beginning as apprentice, 36 years old, looking for position preferably manufacturing end chrome side, calf or sheep tannery. Reference: Rolf Quarck Chemtan Co. Write Hugo Alps, 5 Locust Ave., Port Washington, N. Y.

Help Wanted

Salesmen

BRAND NEW MANUFACTURER of house slippers, felt and sheepskin, wants experienced salesmen known in trade of department stores, jobbers, and chain stores. Side line, commission basis. All territories open. Ace Slipper Co., 1744 N. Damen Ave., Chicago 47, Ill.

Leather Finishes

GOOD OPPORTUNITY for a man thoroughly experienced in the manufacture, formulation, and application of leather finishes.

Address C-10,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Chemist

CHEMIST — capable of maintaining quality control of pigment leather finishes. Also able to work on new resin pigment finishes. Excellent opportunity for man properly qualified. Address C-11, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Shoe Finishes Chemist

WANTED by small New England manufacturer of shoe finishes including sprays, dressings, fillers, polishes, etc. A good position for the right man. In reply state fully educational background, experience, and salary desired. Address C-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Coming EVENTS

April 16-20, 1950—Shoe Manufacturers' Fall Opening. Hotel New Yorker, New York City. Eugene A. Richardson Associates.

April 23-30, 1950—Fall Shoe Show, sponsored by Tri-State Shoe Travelers' Assn. Hotel Statler, Buffalo, N. Y.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 1-4, 1950—Early Fall Opening, Guild of Better Shoe Manufacturers. Member Show Rooms, New York City.

May 6-10, 1950—Fall Shoe Show, sponsored by Pennsylvania Shoe Travelers' Assn. William Penn and Fort Pitt Hotels, Pittsburgh, Pa.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Hotels, Dallas, Tex.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1950—Annual Convention, North American Shoe Superintendents' and Foremen's Assn. Hotel McAlpin, New York, and Brooklyn Clubhouse.

May 21-24, 1950—Annual fall shoe showing of West Coast Shoe Travelers Associates. Sir Francis Drake, Plaza and St. Francis Hotels, San Francisco, Cal.

May 22, 1950—Spring Meeting, National Hide Assn., Hotel Statler, Boston, Mass.

May 25-26, 1950—Spring Meeting, Tanners' Council of America. Hotel Traymore, Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

June 24-28, 1950—Mid-Atlantic Shoe Show, sponsored by the Middle Atlantic Shoe Retailers Assn. The Benjamin Franklin Hotel, Philadelphia, Pa.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

DEATHS

Thomas M. McHugh

... 53, assistant general manager of Endicott-Johnson Corp., Endicott, N. Y., died March 8 in Wilson Memorial Hospital, Johnson City, N. Y. McHugh started with the company at the age of 15 as an office boy. At the time of his death, he was in charge of tag departments and printing in Binghamton and Johnson City plants. He was a veteran of World War I and former commander of Frank A. Johnson American Legion Post 758, Johnson City. He leaves his widow, a brother and two sisters.

Everett R. Jones

... 49, sales representative for General Shoe Corp. in the Memphis, Tenn. area, died suddenly recently while on a business trip to Searcy, Ark. He had been with the firm for the past seven years. During the war, he served as Tennessee salvage chairman for the WPB. He leaves his wife, Ollie B.

Norman L. Lincoln

... 79, manufacturers' agent in the shoe and leather findings field, died recently of a heart attack at Alexian Brothers Hospital, St. Louis. Lincoln was well-known in the trade and began his career about 50 years ago with the Hamilton-Brown Shoe Co. He leaves his wife, Augusta; and two sons, Porter A. and William L.

Morris D. Greenberg

... 80, retired tannery chemist, died recently at Deaconess Hospital, Milwaukee, Wis. A native of Warsaw, Poland, he came to Milwaukee about 45 years ago and was associated with the Rapco Leather Co. and Pfister & Vogel Tanning Co. before his retirement five years ago. He leaves two daughters, Mrs. Nathan Kaufman and Miss Edith Greenberg.

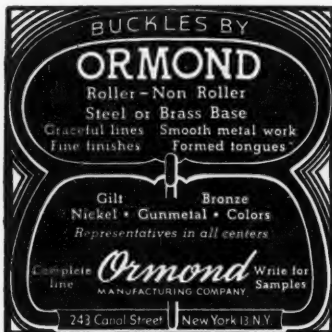
Christian S. Briel, Sr.

... 71, former shoe salesman, died March 8 at his home in Worcester, Mass. Briel represented C. A. Grosvenor Shoe Co., Inc., before his retirement some 24 years ago. He was a past president of the Southern Shoe Salesman's Assn. and a member of the National Shoe Travelers Assn. He leaves his wife, Louise; three sons, Christian S. Briel, Jr., Major F. Woodward Briel, and Major Karl L. Briel; a daughter, Mrs. Lois W. Fisher; a brother, Major Karl R. Briel; and five grandchildren.

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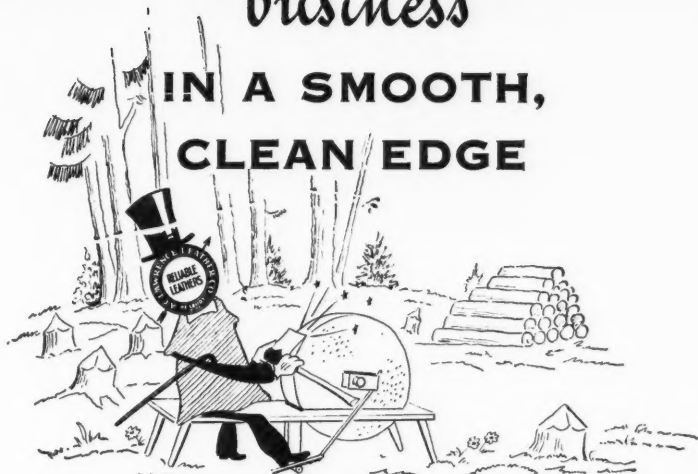
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EASTERN TANNERIES LIMITED, CAWNPORE (INDIA)
Manufacturers of
SOLE, HARNESS AND CHROME LEATHER

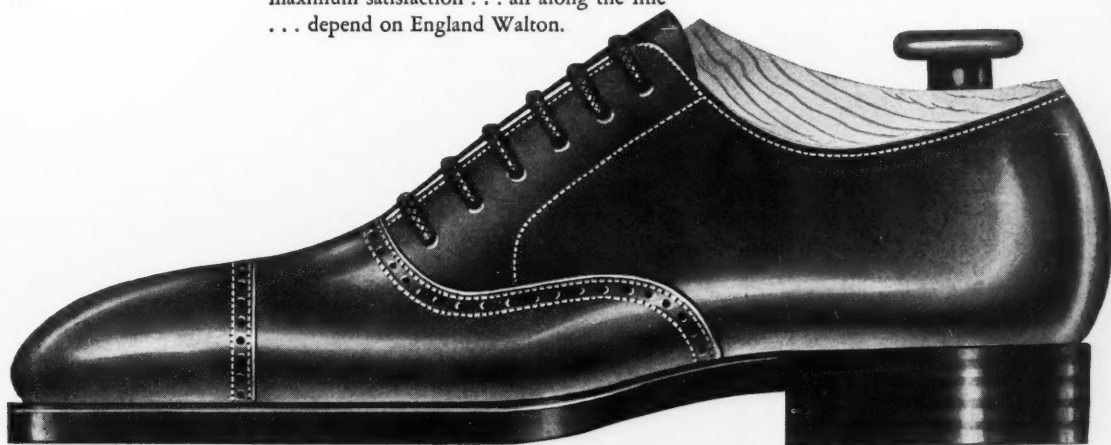


There's better
business

IN A SMOOTH,
CLEAN EDGE



Frayed sole edges breed complaints that, beginning with the wearer, are passed through the retailer right back to the manufacturer. You can eliminate this business risk with England Walton quality sole leathers. Their tight, interwoven fibres cut clean, finish up smooth and add the lasting trimness that gives you a real edge over competition. For maximum satisfaction . . . all along the line . . . depend on England Walton.



England Walton

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**A.C. LAWRENCE
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**MERCHANDISING
TO THE
LITTLE MISS**

Shugar RESTYLES JUVENILE FAVORITES



Reinforced Edge®
SINCE 1864
SHUGOR
TAYLORED-TO-FIT

The ever-popular "Mary Jane" (above) goes modern . . . fits as it should . . . meets parents approval . . . when SHUGOR is used as a fit-adjuster on the instep-strap. Below is a favored tieless oxford for young America . . . a real smoothie, along adult lines . . . that fits and stays fitted, thanks to SHUGOR. Let SHUGOR revitalize and rejuvenate your juvenile lines.

THOMAS TAYLOR & SONS, Inc.
HUDSON • MASSACHUSETTS

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